A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

September 9, 1968

U.S. Manufactured Export Share Edges Up

Agents' Contracts Protected Abroad

U.S. Returning to Paris Air Show

International Trade Winds

Company News

DESIGN AND ENGINEERING—Badger, N.V., The Hague, Netherlands, a subsidiary of The Badger Co., Inc., Cambridge, Mass., has received a contract for expansion of Chevron Petroleum Maatschappij (Nederland), N.V.'s Pernis refinery in the Netherlands. The contract includes design, engineering, procurement, and construction for the new process facilities. The extension will increase the capacity of the refinery from 5 million to 12.5 million metric tons per year. Completion is expected by the spring of 1969. The Pernis refinery is owned partly by Chevron and partly by Texaco Olie Maatschappij, N.V.

DATA PROCESSING—Leasco World Trade Co., Ltd., a wholly-owned subsidiary of Leasco Data Processing Equipment Corp., Great Neck, N. Y., has approved an agreement to merge with Institute for Electronic Administration, N.V., Rotterdam, the largest combined computer service center and systems group in the Netherlands. Leasco recently commenced operations with two computer information subsidiaries in Europe, in Rotterdam and London.

RUBBER PRODUCTS—Plans have been announced by Goodyear International Corp., a subsidiary of Goodyear Tire and Rubber Co., Akron, O., to build a $16.7 million tire plant in Thailand. The new facility will produce tires and tubes for passenger cars, trucks, and tractors. A newly formed company, Goodyear Thailand, Ltd., will operate the plant when it is completed. The plant will be Goodyear's 107th production facility worldwide and its 58th outside the United States.

COMMUNICATIONS—Standard Telephone and Cables, Ltd., London, a subsidiary of International Telephone and Telegraph Corp., New York, has made public plans to lay a $10.8 million, 1000-mile submarine telephone cable between Italy and Spain. Standard Telephone and Cables will manufacture and install the cable system, which will be capable of carrying 640 conversations. Terminals will be at Palo, Italy, near Rome, and at Estepona, Spain. Microwave links will connect the Mediterranean cable with a new transatlantic cable.

Newsletter

Welding industry members of the spring Pan Am Multi Trade Mission to Australia and East Asia had their torch carried on for them in succeeding months, by way of a film program at the Bangkok U.S. Trade Center. Nine film showings on U.S. welding techniques brought 662 viewers, all of them persons directly involved in welding work. Ads in English, Thai and Chinese-language newspapers and direct mail notices to all important users of welding equipment in the Bangkok area helped heat up the audience interest.

American Chambers of Commerce abroad will shortly total 47 in 29 countries, with the addition of the American Chamber of Commerce in Austria, headquartered in Vienna, and the American Trade Association in New Zealand, Inc., operating from Wellington. This will also bring the number of AmChams in Europe and the Far East to 24 and 12, respectively.

Coral Gables, Fla., in Latin America? Absolutely, and more true than ever, say the city officials. In recent weeks Atlas Chemical Industries, Inc., Alcoa International, Ltd., and now International Harvester have picked the Miami area city as their Latin American headquarters. At least a dozen U.S. companies had already done the same. "Excellent transportation and communication facilities" tipped the balance toward Coral Gables, said the International Harvester men who surveyed various Hemisphere sites.

Trade development seen from vantage points both within and outside the U.S. is being discussed this month by the Maryland Port Authority network of promotion officers. Men who sell the port of Baltimore in London, Brussels and Tokyo will tell of changing trends in world trade in their areas, and hear the same from their counterparts in Chicago, Pittsburgh and New York.

"Nearly all commercial and political risks inherent in overseas trade are now removed by the guarantees of the Foreign Credit Insurance Association, with the support of the Export-Import Bank, a U.S. government agency. Such guarantees equal or exceed the protection that any other country gives its exporters." Whose verdict? That of J. Austen Wood of Wolverine World Wide, Inc., the Michigan firm whose export activity built around "Hush Puppies" footwear now takes them into 31 countries.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

It isn't always as easy to end an agency agreement with a foreign businessman as it is to enter one. The story beginning on page two describes the various types of protection which foreign governments provide for their businessmen acting as agents for foreign firms, and which should be considered before entering an agreement. Other feature stories cover the increase in the U.S. share of the world's manufactured exports during the first quarter of 1968, and the announcement that the U.S. will once again take part in the Paris Air Show, scheduled for next May-June.

September 9, 1968

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International Commerce

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Special Report

Laws Affecting Agency Agreements Outlined for 30 Countries
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STUDY OF 30 COUNTRIES

Foreign laws restrain agreement terminations

National protective measures may be burdensome to U.S. principals at termination

By OVIDIO M. GIBERGA
Foreign Business Practices Division, BIC

Ending an agency agreement isn't always as easy as entering one.

A striking characteristic of international trade law is its similarity in almost all national legal systems. Businessmen are accustomed to arrange their contractual relations with their counterparts in other countries in accordance with the free will of the parties. Exceptions to this exist, however, and this article deals with an area in which a number of countries have enacted laws that may override private agreement—that of the principal-agent commercial agreement.

This agreement is the legal instrument by means of which U.S. suppliers establish their commercial relations with their distribution outlets abroad. For uniformity we will refer to these contracts as agency agreements, although they are also known under other names, such as distributorship agreements. The considerations set forth below apply to all types of arrangements.

Distributors purchase goods outright from the principal and sell for their own account to customers within the agreed territory. Agents, on the other hand, do not make purchases from the principal, but merely act on his behalf. Title to the goods remains in the principal until completion of the sale by delivery. Although he usually operates on a commission basis, the agent also may be on salary paid by the principal. In this case the relation between the parties is likely to be subject to local labor laws applying to employees.

The agreement is usually drafted to specify the duties and obligations of the parties. However, developments may occur that create a need for the supplier to terminate or amend the original agreement. The agent or representative may not live up to initial expectations, by reason of lack of effectiveness or incapacity for further development. In other cases, structural or policy changes by the supplier may compel termination of the agency and replacement of the agent, or indicate the need for basic changes in the agency agreement.

To deal with the problems which termination may create from the agent's point of view, some foreign governments have enacted protective legislation establishing special requirements, procedures, and obligations to compensate the agent when the agency, distributorship, or commercial representation is terminated by the supplier.

To assist American foreign traders in identifying and familiarizing themselves with these protective measures, the Bureau of International Commerce asked the Commercial Officers of the U.S. Embassies in a number of countries to supply information on the laws and practices relating to this question in their areas.

GREAT DISTANCE DOES NOT NECESSARILY MEAN INFREQUENT COMPANY-AGENT CONTACTS, but often it does. Shown below is Kuala Lumpur, capital of Malaysia, which is 12,000 miles from New York.

Most have no laws

The majority of countries surveyed have not enacted any special legislation penalizing or precluding the termination of agency agreements. These countries, which are not covered in this survey, recognize in general terms the principle that parties are free to establish their mutually agreed legal terms and condi-

tions. This freedom includes the right to express the intentions of the contracting parties as to termination; violation usually subjects the offending party to damages. The principal countries in this category are the United Kingdom, Canada and Australia.

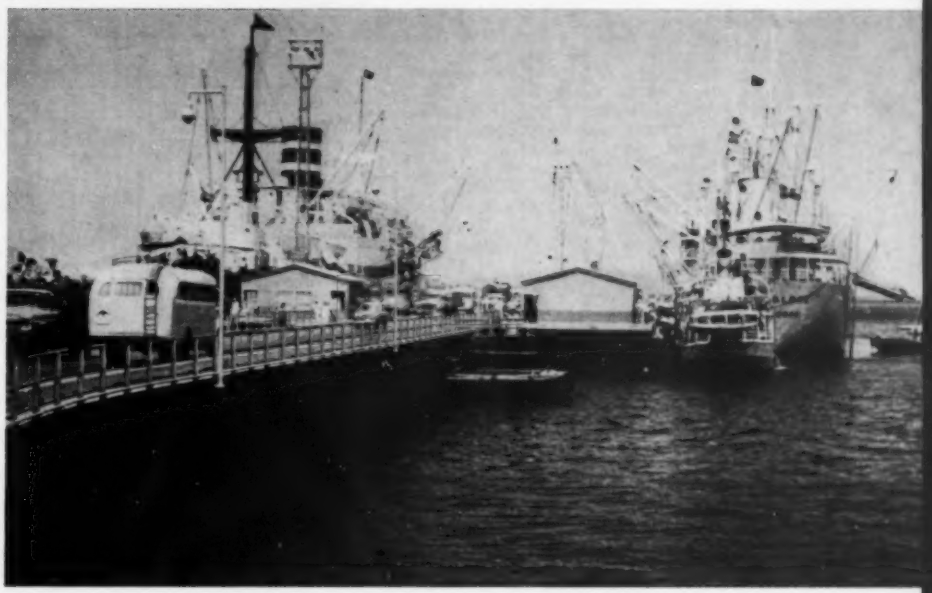
Countries with protective legislation may penalize a supplier for terminating the agency agreement, apart from the possible liability for damages.

The legal provisions impose a variety of requirements and penalties. Illustrative examples follow:

- Laws that establish the 'law of the forum' as the sole applicable law; these preclude the parties from specifying some other country's law as governing the contract;
- Laws declaring the compensation rights granted to the agent by the law unwaivable;
- Laws placing agents on the same footing as employees, thus entitling them to the benefits of the provisions of the local labor laws that govern the dismissal of employees. Countries which have clearly applied their labor laws to agents in this way are included in this survey. However it should be noted that some countries not included here have similar laws which might apply to agents if so construed by the local courts;
- Laws requiring that notice of termination be served on the agent. Some of these laws require that the agent be compensated for the loss of future commissions or indemnified for goodwill promoted during the agency agreement. In certain cases the compensation may take the nature of a pension;
- Laws whereby termination of an agreement without just cause makes the principal liable for the payment of damages to the agent.
- Laws that allow the agent, upon service of notice of termination of an indefinite term agency agreement, to submit the controversy to arbitration to determine whether the principal had just cause for ending the relationship.

The words "just cause" usually involve a situation where there has been:

This article, and the work preparatory to it, were completed under the supervision and direction of Vincent D. Travaglini, Director, Foreign Business Practices Division. C. Wesley Carson and Robert Miller, and personnel of the Office of International Regional Economics, BIC, contributed to the research and classification of the foreign commercial laws mentioned.



AGENT'S FAMILIARITY WITH LOCAL TRANSPORT PROBLEMS is one aspect of company-agent relationship that may not be fully apparent to the company at the time an agreement is originally signed.

—Termination of a contract according to law;

—Termination according to the terms of the contract;

—Termination when the agent was incompetent;

—Non-extension of an expired contract, when the agent was incompetent;

These and other similar provisions have been noted in 30 countries and Puerto Rico which will be separately discussed below.

Should protect selves

American suppliers should be aware of these hazards when entering into agency agreements in these specific countries and seek to protect themselves from possible ill-effects of terminating an agency agreement. Special care should be taken that all contractual provisions are permissible under the laws of each country in which the supplier and agent will be conducting business, and that the agreement fulfills the local legal requirements.

The following countries have enacted protective legislation capable of affecting agency terminations. The comments are intended to serve as a general guide and are believed to reflect the situation at the time of writing. However, it should be borne in mind that commercial laws and practices are constantly changing and that countries, from time to time, enact new laws according to local needs. Readers are urged to consult legal counsel in determining how their individual cases would be treated under local conditions.

EUROPE

Austria—Provisions of the Mercantile Agents Law supplement agency agreements as to matters not covered by the agreement. Waivers of the agent's rights are not recognized. The law establishes expiration notice terms which vary in relation to the duration of the agency. The parties may agree on shorter notice terms, but if the contract does not provide for notice, the terms set by the law will apply.

Agents are entitled to indemnification for: unjust and/or premature termination of the agreement; termination without due service of notice; any restriction of the agent's commercial activities after termination, and for termination of the agreement due to fault of the supplier or his bankruptcy.

Belgium—Choice of law clauses are not recognized by the Courts and only Belgian Law is applicable. The law of July 27, 1961 governs "exclusive agencies granted under indefinite term agreements". Such agents, acting under indefinite term agreements, who sell the principal's products under their name are also subject to that law.

Under the same law, indefinite term exclusive agency agreements may not be terminated except for "failure of one of the parties to meet its obligations." To validly terminate the agreement, due notice of termination must be served, and a fair indemnity agreed by the parties. In the absence of agreement of the parties, the amount of compensation will be set by a Court.

If the agreement is terminated by the supplier for other reasons, the agent is entitled to additional compensation in consideration of: increased value of goodwill promoted by the agent; agent's costs in agency development, and benefits accruing therefrom to the principal; and amounts due by the agent to discharged employees as compensation because of termination of the agency.

Under the civil code, definite term agreements, whether exclusive or nonexclusive, terminate on the expiration date of the agree-

ment. Premature termination of a definite term agreement makes a party liable for damages, except for a termination based on just cause. In that case, notice of termination must be served on the agent. Non-exclusive indefinite term agreement may also be terminated for just cause, provided there is service of notice of termination on the agent. Failure to comply with the foregoing makes the terminating party liable for damages.

Denmark—The principal-agent relation is governed by Act No. 245 of May 8, 1917 which permits termination at any time without service of notice, unless otherwise agreed by the parties.

However, the foregoing is limited by the following provisions: a) if the agency has had a duration of two or more years, notice of termination is compulsory; b) an agency may not be terminated if the agent was entitled to a continuation; c) restriction of the agent's commercial activities after termination may not exceed two years.

Upon termination of the agency, the agent may claim compensation for the goodwill taken over by the principal.

France—The principal-agent relation is governed by the Commercial Code and decree of December 1958, and the Labor Law as supplemented by Laws of July 17, 1937 and Mar. 7, 1957.

Choice of law clauses are allowed; waiver of agent's rights is not recognized. Labor laws apply when agent does not sell under his own name, or on his own account. Definite term agreements terminate on expiration date of contract; if extended after expiration, they are governed by rules on indefinite term agreements.

Premature termination of a definite term agreement, and/or failure to renew a definite term agreement, except for just cause, entitles agent to claim compensation on the basis of: all stipulated benefits resulting from the contract; salary equal to all direct and indirect benefits that would have accrued until expiration of the contract; compensation for breach of contract, except when termination was based on just cause, and number and value of accounts developed by the agent.

The same compensation based on number and value of accounts developed is due an agent upon termination of any agreement, in the event of permanent and complete inability to work, as the result of accident or illness. Indefinite term agreements may not be terminated except for just cause and with due service of termination notice. Violation of the foregoing entitles agent to claim compensation on the basis of: salary payments equal to all benefits that would have accrued during the notice period; compensation for breach of contract, including unconfirmed orders, and number and value of accounts developed by the agent.

Exclusive importers and distributors are governed by provisions of the Commercial Code, and decree of December 1958. Under these laws a definite term agreement terminates on the expiration date of the contract. A definite term agreement, if extended, becomes an indefinite term agreement and may only be terminated for just cause and with service of notice of termination.

BEGINNING OF SEARCH FOR GOOD AGENT is this form at right, on which World Trade Directory information is carried, and which forms the basis for Commerce Dept.'s new automated trade lists.

PAGE 1 OF 3

Form IA-341 (REV. 9-68)

SAMPLE

U.S. DEPARTMENT OF COMMERCE
BUREAU OF INTERNATIONAL COMMERCE

WORLD TRADE DIRECTORY REPORT

This report, submitted by the American Foreign Service, under the direction of the Secretary of State, is transmitted in confidence. No responsibility can be assumed by the Government or its officers for any transactions had with any persons or firms herein mentioned. The report is not for publication. All correspondence relating to information in this report should be conducted with the Commercial Intelligence Division, U.S. Department of Commerce, Washington, D.C. 20230.

(Dept. Use Only) *(Items 2 and 3)*

1. Country name: GERMANY
2. Country code: 1 2 9
3. Serial number: 4 5 6 7 8 9 10
4. Firm name: XYZ Company (11 - 40; 41 - 70)
5. Street address and P.O. Box No.: P.O. BOX 1928 (11 - 40; 41 - 70)
6. City and State, Prov., Dept., etc.: 509 LEVERKUSEN (11 - 39)
7. Type of organization *(Check one)*: Proprietorship 39 ☐ Corporation 40 ☐ Partnership 41 ☐ Other 42 ☐ *(See Item 28)*
8. Year established: 1926 (43 44 45)
9. Number of salesmen: 10 (46 47 48 49 50 51 52)
10. U.S. Rep.? *(See Item 26a)* Yes 53 ☐ No 54 ☐
11. Working capital *(Local currency)*: 9000000 (55 56 57 58 59 60 61 62 63 64 65 66)
12. Sales volume *(Local currency)*: 19000000 (67 68 69 70 71 72 73 74 75 76 77 78)
13. Number of employees: 280 (11 12 13 14 15 16 17)
14. Relative size: Very large 18 ☐ Large 19 ☐ Medium 20 X Small 21 ☐ *(In industry in local area)*

19. Product Description, SIC and Business Codes - Up to 15 different products can be listed below; for each product enter the product name, SIC code, and up to five business codes. The business codes to be used are as follows:

0 Manufacturer
1 Retailer
2 Agent (sales or indent)
3 Distributor (incl. wholesale)
4 Exporter
5 Importer
6 Cooperative
7 Engineering
8 Construction
9 Other *(Specify in Item 28)*

	Description of Product	SIC Code	Business Codes
A.	Coarse paper: wrapping	26216 (11 12 13 14 15)	04 (16 17 18 19 20)
B.	Special paperboard	26315 (21 22 23 24 25)	35 (26 27 28 29 30)
C.	Foamed plastics products	30792 (31 32 33 34 35)	0 (36 37 38 39 40)
D.	Paper - Industries machinery	35540 (41 42 43 44 45)	5 (46 47 48 49 50)
E.		(51 52 53 54 55)	(56 57 58 59 60)
F.		(61 62 63 64 65)	(66 67 68 69 70)

28. Narrative Description of Firm *(Note: For importers and distributors, the following factors should be covered whenever possible: location of business, description of building, adequacy of showrooms, technical personnel, servicing and distribution facilities, advertising and sales promotion policies, credit reputation and record, and officers' overall impression of firm. For manufacturers and exporters, the following factors should be covered, as applicable: purchasing and sales policies, plant and production capacities, description of plant equipment and facilities, indication of servicing and distribution facilities, credit reputation and record, nature and description of joint ventures and licensing arrangements). Whenever possible, latest annual report should be submitted as an enclosure, or in lieu thereof the net worth of the firm, if obtainable, should be given.*

According to banking and other sources, the financial situation of the firm is sound and commitments are met promptly. The firm owns considerable real estate, including plant buildings and 18 housing units valued at DM 9.3 million. Investments in production machinery are valued at DM 8.7 million. Current inventories amount to DM 1.8 million. The general partners are competent, energetic businessmen enjoying good reputations in the business community. The firm has an aggressive sales force which sells coarse paper and special paperboard products throughout Germany.

29. Post's Evaluation of Firm *(See Item 13)*

The firm is recommended as a suitable contact for American firms.

30. Preparing Post: American Consulate General, Dusseldorf

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A supplier is liable for damages for unjust termination of the agency agreement, for premature termination or termination without notice.

Germany—The Commercial and Civil Codes apply to the principal-agent relation. The Codes have been supplemented by the Law of Aug. 6, 1953, relating to agents being independent contractors, and by Decree of Dec. 23, 1958 relating to agents engaged in buying and selling for the account of another. Under the law "choice of law" clauses are allowed; waivers of agent's rights are not recognized.

The Commercial Code provides minimum termination notice terms. These vary in relation to the duration of the agreement. An indefinite term agreement may be terminated upon due notice and for just cause. Failure to give notice of termination may only be excused for just cause. Compensation generally amounts to benefits that would have accrued during the omitted notice period. Additional compensation may be claimed for goodwill developed by the agent, but the maximum compensation may not exceed an average year's commission.

The following rights may not be waived by the agent: indemnification for unjust or premature termination of the agreement; restriction of agent's commercial activities after termination for more than two years.

Italy—The principal-agent relation is governed by provisions of the Civil Code. When the agent is paid a salary, Law No. 562 of March 18, 1926, also applies. The Code and Law 562 require that termination notice be given the agent. The length of notice varies in relation to the nature of the agency (commercial or industrial) and the duration of the employment.

Definite term agreements terminate on the expiration of the agreement. Notice is not needed. A party may terminate an agreement at any time for just cause, and by giving notice of termination on the other party. Failure to give notice when required makes the principal liable to pay compensation for estimated earnings that would have accrued during notice period and a proportion of commissions received during the preceding year.

Under Law 562 an agent is entitled to compensation for dismissal without service of notice. The amount is based on salaries that would have accrued during the notice period, and severance pay amounting to not less than one-half monthly salary for each year of employment.

Termination of the agreement without just cause makes principal liable for compensation, computed as a proportion of commissions received during previous year or life of agency. If the agreement is terminated by the principal without just cause and without giving notice of termination, the principal also is liable for compensation based on estimated earnings that would have accrued during notice period.

Malta—No special protective legislation. Principal-agent relation governed by provisions of the Commercial Code and Civil Code. Generally, a definite term agreement terminates at the expiration of the agreement. An indefinite term agreement may be terminated at any time by giving notice of termination to the other party.

Upon termination of agreement the principal must safeguard agent's rights to any earnings for business being transacted. No notice is required by either party when the agency is terminated due to bad faith.

Netherlands—Principal-agent relation governed by the Commercial and Civil Codes, supplemented by laws of November 1936 and March 3, 1965. The law provides minimum terms for serving notice of termination. Parties may agree on longer terms. In the absence of termination provisions in the agreement, minimum periods established by the law apply.

A definite term agreement terminates on the expiration of the agreement. However, if parties continue to operate under the agreement after expiration date, it is deemed extended for a further identical period. Accordingly, notice of termination of definite term agreements should be given.

Termination of an agreement without adequate notice makes a principal liable for compensation. The damages may optionally include: actual damages suffered, or commissions that would have accrued during the termination period.

Exceptionally, and only for just and urgent causes, an agreement may be terminated without notice, provided the other party is immediately advised of such causes; violation of the foregoing makes a principal additionally liable for compensation of one year's earnings. Under the Law of March 3, 1965, if an agent is dependent on no more than two suppliers, the regional Labor Office must previously approve the termination of the agreement.

Norway—No special protective legislation. Principal-agent relation mainly governed by contract law. Recognized customs require notice of termination to the agent. The extent of the notice depends on the type of commodities and type of agency. Termination of the agreement without giving notice makes a principal liable for compensation that may amount to up to one year's commissions.

The courts have granted relief for termination of an agency without just cause, granting compensation consisting of one year's commissions and value of agent's work in developing the market. No person may agree to represent an already-represented firm. The former representative must be previously advised of the change. Non compliance with this requirement amounts to unfair competition.

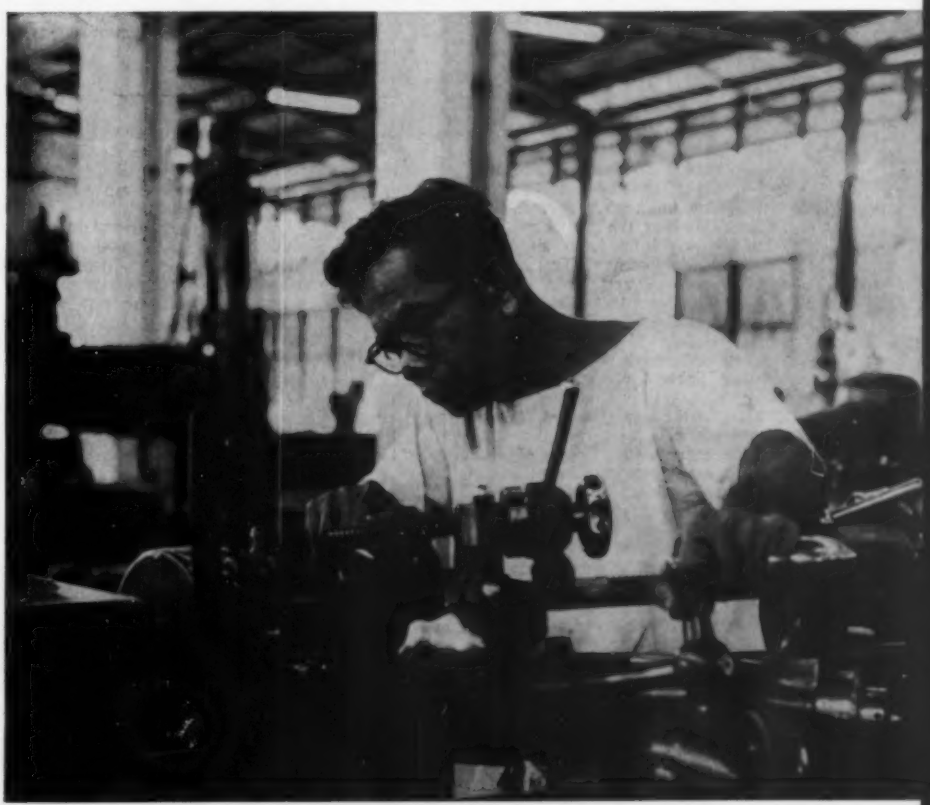
Spain—No special protective legislation. Principal-agent relation is governed by the Civil and Commercial Code. Local commercial customs supplement the legal provisions and the will of the parties.

The parties are free to agree on the terms of their agency agreement, including provisions for cancellation. In the absence of such provisions, the Commercial Code provides that the principal may cancel the agency at any time on giving notice to the agent. The principal, however, remains liable for the value of the agent's efforts made prior to the notice relating to possible liability for goodwill and promotion of the business.

Sweden—No special protective legislation. Commercial agencies are regulated by the Act of April 18, 1914 supplemented by local commercial customs.

Parties are free to agree on the terms of their agency agreement. Notice of termination, on the other hand, is required. Premature cancellation of the agency, unless for

TRAINING OPERATORS is an effective way agents and companies can develop close ties. The agent gains familiarity with company operations and the company learns capabilities of foreign personnel.



just cause, makes the principal liable for compensation. This may include sales efforts made prior to the notice of termination.

Switzerland—The principal-agent relation is governed by the Swiss Code of Obligations. The law of agency agreements dated January 1, 1950 has been included in the Code.

Choice of law clauses are not recognized, nor waiver of agent's right to compensation, nor clauses rendering an agency irrevocable. If the agreement does not provide for termination, the law stipulates minimum periods for giving notice of termination. Notice is not required to terminate definite term agreements. If the parties continue to operate under the agreement after termination it is deemed to have been extended for another year.

An agent may claim compensation from the principal for unjust termination of the agency; act of the principal unduly preventing agent from free exercise of the agency; and when the agreement restricts the agent's future commercial activities after termination of the agency.

Compensation generally amounts to one year's net profit.

The conference of Swiss Association of Commercial Travelers and Agents has drafted an Agency Agreement form. This form includes a model agency termination clause.

CENTRAL AND SOUTH AMERICA, AND WEST INDIES

Argentina—Principal-agent relation basically governed by Civil and Commercial Codes. When the agent or distributor, whether on salary or commission, is an individual person, the relation may be also regulated by Labor Law No. 11,544 of 1952, as amended by successive laws and decrees. No choice-of-law clauses are authorized. If a contract is made abroad to avoid Argentine law, such contract is invalid in the territory of Argentina.

Under the Codes, except when the relation is governed by Labor Law a principal may terminate an agency agreement at his discretion. However, the parties may be liable for damages resulting from an undue termination of the agreement. To avoid damage claims, agency agreements, whether for definite or indefinite term, should include a notice of termination clause.

Under the Labor Law, notice of termination must be served on the agent or the principal is liable for compensation on the basis of earnings or salaries that would accrue during the notice period. The amount of compensation is proportional to the duration of the agency. In all cases of discharge, except for just cause, compensation amounting to one month's wages or commissions for each year of service is due. The amount of compensation may be reduced under certain conditions.

Bolivia—Principal-agent relation governed by Civil and Commercial Codes. The individual agent, whether under salary or commission, is also entitled to the benefits of labor laws. The law of May 10, 1943 specifically includes agents within the provisions of the labor laws. The parties may freely agree and stipulate the terms, clauses and conditions of their agreements. However, waiver of rights acquired under these laws is not recognized.

In general, a definite term agency may not be prematurely terminated, unless the agent creates trouble or difficulties to the principal. An indefinite term agency may be terminated upon notice of termination. However, the notice requirement, and conditions for termination, must appear in the agreement. Undue termination of such an agency makes the breaching party liable for damage compensation.

Under the Labor Law, notice of termination must be given to the agent or the principal is liable for compensation on the basis of earnings or salaries that would have been earned during the notice period. The period of notice and amount of compensation is proportionate to the duration of the agency. Discharge of an agent, except for just cause, makes the principal liable for compensation. Compensation includes severance pay.

Brazil—The relation between agent and principal is governed basically by the Commercial Code. An individual agent for commission or salary may be entitled to the benefits of the law of May 1, 1943, as amended. An agent may be considered as an independent worker under that law. The parties may freely stipulate the terms and conditions of their agreements. However, waiver of rights acquired under the law is not recognized.

Further data available

The Bureau of International Commerce maintains files of legislation and practices abroad, and will attempt to provide further information about specific countries upon individual request. Current information about termination laws and problems in other countries will be published in *International Commerce* as developments occur.

Under the Code a definite or an indefinite term agency may be terminated at any time. The agent is to be compensated for services rendered in case of premature termination of a definite term contract, or undue termination of an indefinite term agreement. Under the 1943 law definite term agreements terminate on the expiration of the agreement. If extended, or if the parties continue to operate under it, the agreement becomes an indefinite term agreement and may only be terminated for just cause.

Unjust termination of an agreement makes the principal liable for compensation. Compensation may include severance pay or earnings, in proportion to the duration of the relationship, and the amount resulting from computing two month's salary for each year of employment.

Colombia—Principal-agent relation governed by Decree 467 of 1963, supplemented by the Commercial and Civil Codes. The Labor Code may also regulate the relationship, provided the agent or distributor does not constitute a commercial enterprise.

Choice-of-law clauses not authorized: only Colombian law applicable. Under the Codes, an agency may be terminated at the discretion of the principal, and by merely entrusting another person with the agency or business. However, Decree 467 of 1963 requires notice of termination. To avoid damage claims, the agency agreement, whether for definite or indefinite term, should include provision for notice of termination.

In event of dispute, either party may submit the termination to arbitration by the Colombian Federation of Representative Agents, or to the Chamber of Commerce.

In cases where the Labor Code is applicable, definite term agreements terminate on the expiration of the agreement. Indefinite term agreements are considered to extend for successive six-month periods, unless terminated at the end of the period. Notice is required to terminate any agreement except for just cause. Compensation for termination is due the agent amounting to earnings during a period corresponding to the notice period.

Wrongful termination of an agreement makes the principal liable for compensation. Damages may include loss of earnings, plus resulting damages, in an amount equal to the wages that would have been earned in a six-month period.

Dominican Republic—The Civil and Commercial Codes govern the agency agreement. Law No. 173 of April 6, 1966 supplements the Codes and governs the principal-agency relationship. This law sets protective measures against termination of agency agreements and penalizes termination when without just cause. Under the general principles of law, the parties are free to agree on the conditions and terms of their agency agreement. Law 173 invalidates any waiver by the agent of rights recognized by the law. It also gives an agent the right to claim fair and full compensation from the principal for any damages suffered in any of the following situations: dismissal and/or substitution of the agent, or termination of the agency without just cause; the principal's unilateral refusal without just cause to renew an expired agreement, or cases where the principal takes over the local business.

The following persons may be liable to pay compensation: the principal himself; any substitute replacing the principal, and any person or firm acquiring the right to act under the agency agreement.

The compensation established by Law 173 may include all losses suffered by the agency as a result of his efforts on behalf of the business. This includes the obligation to pay labor compensation payments due to employees of the agent; actual value of all investments and expenses incurred in setting up and running the business; value of inventories and stock, loss of profits, plus expenses incurred in acquiring goods, as well as any other expenses, and an amount equal to five years profits. If the agency existed for less than five years, the amount of compensation will be five times the average profits during the past year.

The Law defines just cause as: Non-fulfillment of any of the essential obligations of the agreement, or any action or omission that may, adversely, or in a significant manner affect the principal's interests in the promotion or development of the importation, distribution, sale, lease, or any type of transaction or exploitation of his merchandise or products.

Mexico—Principal-agent relation governed by Commercial Code. Principal may at any time without notice revoke an agency agreement, unless a period for termination and notice had been agreed upon. Any undue or premature termination of an agency agreement makes a party liable for damage compensation. Appointment of a new agent for the same business implies a revocation of the agency.

An individual agent or distributor, if held to be subject to the labor law, may obtain

compensation for an undue or unjust termination of the employment. The compensation may amount to a proportion of pay or remuneration received during the employment. This may include severance payment for employees discharged because of termination of the agency.

Puerto Rico—The Puerto Rican Civil and Commercial Codes govern the agency agreement. Law No. 75 of June 24, 1964 supplements the Codes and regulates termination and refusal to renew agency agreements. Parties are free to agree on conditions and terms of their agency agreement. However Law No. 75 invalidates any waiver by the agent of any rights recognized by law. An agent has the right to claim from the principal fair and full compensation for any damages suffered, in any of the following occurrences: termination of the agency without just cause or where the principal unilaterally refuses without just cause to renew an expired agreement.

The compensation claim may include: actual value of expenses incurred in setting up and running the business; value of the stock and inventories, and loss of profits; value of goodwill promoted by the agent, to be established in relation to duration of the agency, volume of sales, proportion as to local market, and any other equitable factor; and an amount equal to five years profits. If the agency existed for less than five years, the compensation will amount to five times the average profits during the past year.

The law defines just cause as: non-performance of any of the essential obligations of the dealer's contract on the part of the dealer; or any action or omission on his part that adversely and substantially affects the interests of the principal in promoting the marketing or distribution of the merchandise or service.

Venezuela—Principal-agent relationship is governed by Civil and Commercial Codes. These apply to agents operating under their own name for the account of another. Agents may also be considered as employees under the provisions of the Labor Law of November 3, 1947. No waiver of any rights granted to the employee is recognized.

Under the Codes, a definite term agreement terminates at the expiration of the agreement; no notice of termination is required by law. On the other hand, notice is required to terminate an indefinite term agreement.

When substantial investments have been made in the agency, an undue or unjust termination of the agreement, whether of definite or indefinite term, except for just cause, makes a principal liable for damages to the agent.

Under the Labor Law, agent-employees may obtain compensation for undue or unjust termination of the employment. The compensation amounts to a proportion of pay or remuneration received during the employment. Employees discharged because of termination of the agency may also be entitled to severance pay.

MIDDLE EAST AND MEDITERRANEAN

Iraq—Principal-agent relation governed by Civil Law (Law No. 40 of 1951), and Commercial Code (Law No. 60 of 1943). Rights granted by the law to the parties may not be waived. Agency agreements may be terminated by any party, at any time, with notice. If third party rights are involved, a principal may not terminate an agency unless consent is obtained from the third party.

Premature termination of an agency, or termination without just cause, makes the terminating party liable for compensation. Compensation is based on an estimate of actual damages resulting from the cancellation. Assessment of damages does not include loss of profits.

An agent or his heirs are also entitled to compensation in the event of termination of the agency by death, bankruptcy, or prohibition to engage in commerce, of either the principal or the agent. The compensation shall be in proportion to the remuneration that would have accrued until the completion of the agreement.

Jordan—No special protective legislation has been enacted. The principal-agent relation is governed by the will of the parties as expressed in their agreement. Termination of the agency agreement, and compensation due upon termination, if not provided for in the agreement, are governed by local custom. Local custom also applies if the contract is silent or unclear on the question of termination or compensation.

Prevailing local customs may be summarized as follows: the parties must comply with the terms of their agreement as strictly as possible; compensation is established on the basis of whether significant amounts of stock are involved, and on sales promotion costs incurred by the agent at the request of the principal.

Kuwait—No special protective legislation has been enacted. Principal-agent relationship is governed by Commercial Law No. 2 of 1961, supplemented by Ordinance 36 of 1964. Either party may terminate an agency agreement at any time provided notice is given to the other party. Compensation may be due if the agreement is prematurely terminated or terminated without just cause.

If the agreement is silent as to compensation, or the parties cannot agree on amount, the injured party may sue in the courts for damages.

Lebanon—Principal-agent relations governed by Code of Obligations and Contracts, Commercial Code, and Legislative Decree of July 20, 1967.

The Code of Obligations and Contracts provides general rules applicable to all types of contracts. This includes agency agreements. Premature termination of a contract, or termination without just cause, makes the terminating party liable for compensation.

The Commercial Code applies to all agents and employees. Distributors are excluded from its provisions if they are doing business for their own account, representing several firms, and having their own enterprises. Agents and employees are entitled to compensation if the agency is terminated without notice and without just cause. The right to claim compensation depends on whether such agency was their only occupation.

The Legislative Decree of July 20, 1967, supplements the foregoing laws by including within its provisions all agents and distributors not bound by an employment contract. According to this decree waivers of any rights are not recognized; agents or distributors are entitled to claim compensation from the principal in any or all of the following situations: premature termination of the agency, termination of the agency without just cause, or refusal by the principal without just cause to renew an expired agency agreement.

The compensation claim may include actual damages suffered, loss of profits, and

LOCAL MODES OF DOING BUSINESS are well understood by agents on the local market scene, who may, however, be handicapped by having only slight knowledge of parent company's routines.

BRINGING AGENTS & DISTRIBUTORS TO U.S. FOR MEETINGS at frequent intervals is a valuable tool in bridging the understanding gap.

compensation for efforts in successful promotion of the agency.

Libya—No special protective legislation enacted. Principal-agent relationship is governed by provisions of the Commercial Code. Definite term agreements terminate on the expiration of the agreement. Indefinite term agreements may be terminated for just cause and with notice to the agent.

An agent is entitled to claim compensation against a principal in the following situations: premature termination of a definite term agreement, without just cause; and termination of an indefinite term agreement without just cause and without notice.

The compensation may amount to one month's commission.

Morocco: Principal-agent relationship governed by Dahir of May 21, 1943. This law applies when the agent is not a commercial enterprise.

Code of Obligations and Contracts of Aug. 12, 1913, as amended, applies to commercial representation enterprises. These are excluded from the scope of the Dahir of May 21, 1943.

Under the Code, a principal may, at any time, terminate an agreement. However, if the termination is premature or unjust, the agent may sue for compensation.

The *Dahir* of May 21, 1943 considers the principal-agent relation as a contract for the "rendition of services." Therefore the agent is treated as an employee of the principal.

This law does not recognize waiver of rights granted to the agent.

The agreement will not be affected by any changes undergone by the principal-employer. A new principal will be bound by the terms of the agreement.

Termination of the business, except in cases of "force majeure," is no excuse for failure to observe the notice requirement.

A definite term terminates at date of expiration. Even so, a principal may be held liable for refusing without just cause to renew an expired definite term agreement.

An indefinite term agreement may be terminated for just cause and with service of notice of termination. The notice term varies in relation to the duration of the agency. Service of notice is only excused in cases of "force majeure."

Accordingly, an agent may claim the following compensation.

Definite term agreements. For premature termination and failure to renew without just cause.

a) Any benefits that would have been earned before termination of the agreement.
b) An indemnity for termination of the agreement, unless terminated for just cause.

Indefinite term agreements. For failure to serve notice of termination, and/or termination without just cause.

a) Any benefits that would have been earned during the notice term.
b) An idemnity established on the basis of nature of the service, duration of the service, and damages suffered.

If an indefinite or definite term agreement is terminated by death, accident, or disease, resulting in complete and permanent incapacity of the agent, he, his representative or heirs, are entitled to compensation established on the basis of goodwill developed.

Syria: No special protective legislation has been enacted. The principal-agent relation is governed by Commercial Law of September 1949.

The parties are free to agree on the terms of their agency contract, including cancellation provisions. In the absence of provisions in the agreement commercial law and customs apply.

Definite term agreements terminate on the date of expiration of the agreement. Premature termination of a definite term agreement may result in damage liability.

The laws require service of notice of termination. The notice term varies in relation to the type and duration of the agency. A two months term is granted to the principal to appoint a new agent, under penalty of being kept from doing further business.

Turkey: No specific protective legislation has been enacted. Principal-agent relation governed by Commercial Code.

Three months notice is required to terminate indefinite term agreements; to prematurely terminate for just cause a definite term agreement an identical notice term is required.

Failure to serve notice, or absence of just cause may make a party liable to pay compensation.

An agent is also entitled to claim compensation, if the principal dies, is declared bankrupt, or legally forbidden from engaging in commerce. Additionally, death or incapacity of the agent, may entitle his legal representative or heirs to claim compensation.

The compensation is based on estimated earnings that would have accrued until pending business had been completed.

AFRICA

Note: French-speaking countries in Africa have not enacted special laws regulating agency agreements. However, French practice and law are generally applicable to agreements with agents and distributors in these countries.

Ethiopia—No special protective legislation has been enacted. Principal-agent relation is governed by Commercial Code.

A definite term agreement terminates at the expiration of the agreement. Either party may terminate an indefinite term agreement by giving notice to the other. The parties may provide for their own termination terms. If the agreement is silent on the subject, the amount of notice is determined by custom. However, the law in all cases provides for minimum notice periods that vary according to the duration of the agency.

On the other hand, an indefinite term agreement may be terminated without notice, for just cause. A premature or unjust termination gives the agent the right to claim compensation on the following basis: length of time the agent acted on behalf of the principal, and customers introduced, goodwill created or extended by the agent.

FAR EAST

Japan—Principal-agent relation is governed by the Civil and Commercial Codes. Parties are free to agree on the terms and conditions of their agreement. This includes provisions for termination of the agency.

Under the law a two-month notice of termination must be given to the other party to terminate an indefinite term agreement. However, the parties may provide for longer notice periods. Definite term agreements terminate on the expiration of the agreement but may be prematurely terminated for just cause.

Korea—No special protective legislation enacted. Principal-agent relation is governed by the Civil Code and the Commercial Code enacted as Law No. 1000 of January 20, 1962. The parties are free to agree on the terms of their agreement. This includes provisions for terminating the agency. In the absence of agreement by the parties, an indefinite term agency may be terminated by giving two-month notice. A definite term agreement terminates on the expiration of the agreement.

Under the law, a definite, or an indefinite, term agreement may also be terminated at any time for just cause. The law is not clear whether notice of termination is required in these cases.

Slowdown in outlays by foreign affiliates of U.S. firms expected to continue at least through 1969

Slower growth due primarily to leveling in manufacturing expenditures; Canada is only area where 1967 outlays dipped

Plant and equipment expenditures by foreign affiliates of U.S. corporations are expected to rise 5% this year and an additional 4% in 1969. These increases follow a 7% rise in 1967 which brought total outlays in that year to $9.2 billion.

The 1967 increase was slightly smaller than the rise projected last December and represents a significant slowdown from the 20% advance recorded in both 1964 and 1965 and the 16% rise in 1966.

These data are based on reports received in June and July of this year by the Commerce Department's Office of Business Economics from about 500 major U.S. corporations with foreign affiliates. The sample results are adjusted to reflect foreign plant and equipment expenditures by all U.S. corporations.

Year-to-year changes are computed by comparing the estimate for a given year with that made in the corresponding period of the preceding year, on the assumption that the estimates are based on similar types of information available to corporate officials responding to the questionnaires.

Industry patterns

The slower growth is attributable primarily to the leveling off of expenditures in manufacturing. Spending by manufacturers had risen about 30% in both 1964 and 1965, and 18% in 1966. However, no increase was recorded for 1967 and none is now projected for either 1968 or 1969.

Within manufacturing, two significant reversals of trend are suggested by the current data. The chemical industry is planning little increase in expenditures this year and a drop of almost 20% for 1969, after steady growth through 1967. In the transportation equipment industry, expenditures declined in 1967 and are expected to decrease again this year. For 1969, however, first estimates indicate a new surge in investment, much of it concentrated in Canada.

The petroleum industry, with a rise in expenditures of $500 million or 19% in 1967, realized its largest gain on both a dollar and percentage basis since 1957 when the plant and equipment survey was initiated. With rising expenditures concentrated primarily in Europe, Africa, and the Far East, petroleum affiliates accounted for better than four-fifths of the 1967 spending increase for all areas and industries. For 1968, outlays are expected to increase 9%, while no further advance is presently planned for 1969.

The mining industry shows a consistently high growth rate in capital investment over the three-year period covered by the current survey. The 14% rise in 1967, however, was well below the 1966 rate of advance and somewhat lower than previously projected. The larger increases scheduled for 1968 and 1969 suggest that some expenditures initially planned for 1967 may have been deferred.

In other industries, including public utilities and trade, expenditures are expected to rise 25% in 1969 after steady but considerably smaller increases in 1967 and 1968.

Canada was the only major area of the world in which foreign affiliates reduced capital expenditures in 1967, following a large increase in 1966. The decline, concentrated almost entirely in manufacturing industries, is expected to continue at the same rate this year, but increased spending in all major industries is projected for 1969.

Canada's share of total plant and equipment expenditures was a steady 25% from 1960-65 and rose to 27% in 1966. For 1967 its share was reduced to 24% and, if current estimates materialize, it will reach a new low of 21.5% in 1968.

In Europe, a significant expansion in the petroleum industry was the prime factor in the 12% rise in 1967; however, this was a drop of nearly half from the rates of growth for this area recorded in 1965 and 1966. This year, cutbacks in expenditures by both petroleum and manufacturing affiliates are expected to reduce capital investments in Europe by 4%. In 1969 expenditures are projected to remain approximately at the 1968 level.

Led by rising investments in the mining industry, expenditures in Latin America are expected to increase substantially in both 1968 and 1969, following the 15% rise in 1967. Although the 1967 and 1968 advances are below the estimates made last December, Latin America's share of total plant and equipment expenditures is moving steadily upward, from 13% in 1966 to a projected 18% for 1969.

In all other areas, where a large share of U.S. investments is in the petroleum industry, outlays rose 11% in 1967. A further rise of 21%—well above previous estimates—is expected for the current year. Total expenditures will change little in 1969, with reductions in petroleum offsetting increases in all other industries.

Additional detail will be included in the September issue of the *Survey of Current Business*, the monthly publication of the Office of Business Economics. The *Survey* is available from Field Offices of the Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at an annual subscription price of $6, including weekly supplements; single copy 45 cents.

Seminars on international sales, management planned

A nine-week series of seminars on international marketing and management will be held at the State University College at Buffalo, Sept. 16-Nov. 11, under the sponsorship of the Buffalo Area Chamber of Commerce, World Trade Association, State University College at Buffalo, U.S. and New York Departments of Commerce, Small Business Administration, and Western N.Y. Regional Export Expansion Council.

Scheduled topics of discussion include: underdeveloped areas and U.S. business, the Common Market, international market research, international business economics and practices, and the problem of international liquidity.

Among the participants are: Vincent D. Travaglini, director of the Commerce Department's Foreign Business Practices Division; Dwight Vande Vate, Chairman of the Western New York REEC; and Franco Ciarnelli, director of the information service of the EEC.

Fee, including text, materials, reception and banquet on Nov. 11, is $40 and should be sent by Sept. 11 to: Edward T. Brick, Buffalo Area Chamber of Commerce, 238 Main St., Buffalo, N.Y. 14202.

U.S. exporters' share of world manufactures market recovered slightly in first quarter '68

Gain to 22.9% followed three successive quarterly declines; rise in shipments to $5.4 billion held down by dock strike

The U.S. share of world exports of manufactures to other markets advanced fractionally in the first three months of this year after falling steadily since the June quarter of 1967.

At 22.9%, the relative position of American exporters of these goods gained by two-tenths of a percentage point from the final quarter. Compared with the corresponding period of 1967, however, their share was lower by half a point; it was also slightly less than the quarterly average last year.

The improvement in standing of U.S. suppliers stemmed from a more rapid rate of increase in manufactured exports than was achieved by our leading competitors. U.S. foreign shipments of these products climbed by 2.5% from the preceding quarter to a value of $5.4 billion. When allowance is made for the seasonally low level of first quarter sales, the advance was double that rate. Moreover, these exports would have been considerably larger if the port of New York had not been tied up for 11 days in March. Other principal exporting nations recorded a rise of only 1.5% in deliveries abroad, bringing the value of their total to $18.3 billion.

Machinery shares gain

Among major categories of U.S. manufactures, the value of exports generally moved in an opposite direction from their shares. Dollar gains in January-March 1968 were predominantly in transport equipment and, to a lesser extent, chemicals and nonelectric machinery. On the other hand, only nonelectric and electric machinery bettered their relative standing.

Reversing the downtrend of the preceding four quarters, the U.S. share of the nonelectric machinery market edged up by three-tenths of a point to 29.2%. Nevertheless, it was almost 2 points below the first quarter of 1967.

Though failing to match the value recorded in the latter period, exports of nonelectric machinery increased slightly from the fourth quarter. Substantial quarter-to-quarter sales gains largely in agricultural machinery and tractors, air conditioning and cooling equipment, and aircraft engines were partially offset by reductions in deliveries of automotive engines to Canada and overall shipments of electronic computers.

Electric machinery exports also registered a modest share gain of three-tenths of a point in January-March over the preceding three months and a sizable loss compared with exports for the first quarter of 1967.

Sales of these products, totaling over half a billion dollars, showed comparatively small changes from either of the earlier periods. Cutbacks from fourth-quarter shipments, mainly in power machinery and switchgear, were offset by a step-up in deliveries particularly of electron tubes and semi-conductor devices as well as electricity measuring and controlling instruments.

Chemicals weaken

U.S. exports of chemicals to world markets dropped by six-tenths of a point to 22.9% from both the first and last quarters of 1967. This slippage was a consequence of failure of U.S. shipments to advance as rapidly as our competitors'. While U.S. foreign sales rose by 3.7% from October-December to $737 million, other principal supplier nations achieved an export gain of 7.2% in the March quarter.

U.S. deliveries abroad of organic and inorganic chemicals and plastic materials and resins surpassed all quarters of 1967. Despite higher AID expenditures, however, manufactured fertilizer exports fell below their fourth quarter value, though remaining considerably higher than January-March 1967.

The U.S. share of the world market for transport equipment in the first three months—33.9%—was the second best on record. In the more than four years for which quarterly data have been compiled in this series of reports, our position in this category was stronger only in the final quarter of 1967. At that time a peak of 34.3% was reached.

The value of our exports of transport equipment expanded to $1.4 billion, 7% higher than the preceding quarter and a remarkable 27% above the first quarter of 1967. Contributing most to the sales

U.S. MANUFACTURED EXPORTS increased when the John Fabrick Tractor Co. sold a plane-load of marine engines to Kuwait. Firm's president Francis Fabrick receives customs clearance for the flight.

gain since October-December were substantially larger sales of civilian aircraft, particularly to Western Europe, and increased deliveries of cars and trucks to U.S. subsidiaries in Canada.

Depressed by smaller shipments of cotton and other woven fabrics, iron and steel-mill products, and strike-affected copper, U.S. exports of miscellaneous other manufactures declined marginally. Exports of competing nations also fell somewhat in this year's initial quarter, enabling the United States to hold its share at 14.1%

France, Italy gain

Among our five principal competitors, only France and Italy recorded share gains over both first and fourth quarters of 1967. The United Kingdom showed an improvement of nearly 2 points over the severely depressed final three months, but a substantial loss of 1.4 points from a year earlier. Shares of Germany and Japan fell by about a point from the December quarter.

French sales of manufactures to third markets advanced in value by around 6% over the final three months. At $2.25 billion, these shipments exceeded every quarter of 1967. The value of exports increased or held level while market position improved in all major categories. The overall share gain was four-tenths of a point.

The Italian improvement in relative standing was the same as the French, though the former's export rise was an even faster 8%. Only in nonelectric machinery was there a fall-off in Italy's sales and share from October-December.

Although Germany and Japan lost share relative to the final quarter, both showed fractional gains over their market positions in January-March 1967. These shifts paralleled movements in the value of their manufactured exports.

The marked drop in the U.K.'s market position from the first quarter of 1967 reflected a substantial decrease in sales. During the 12-month period, exports in all major categories fell or failed to advance, resulting in share losses in every instance.

Data on the U.S. share of world exports of manufactured goods are reported quarterly in INTERNATIONAL COMMERCE. *The previous report appeared in the issue of June 10, 1968.*

Information on the first quarter of this year is given above. The article and table were prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

U.S. SHARE OF WORLD EXPORTS OF MANUFACTURES

Commodity		U.S. exports (million dollars)	U.S. share (% of world exports to foreign markets [1])
Manufactures, total			
1964	1st quarter	3,945	23.9
	2nd	4,160	23.8
	3rd	3,891	23.5
	4th	4,408	23.1
1965	1st [2]	3,776	21.0
	2nd	4,725	24.2
	3rd	4,156	22.8
	4th	4,761	22.6
1966	1st	4,654	23.0
	2nd	4,897	23.3
	3rd	4,540	22.6
	4th	5,053	22.0
1967	1st	5,197	23.4
	2nd	5,434	23.2
	3rd	4,833	23.1
	4th	5,305	22.7
1968	1st [3]	5,439	22.9
Chemicals			
1964	1st quarter	553	26.9
	2nd	582	26.4
	3rd	606	28.2
	4th	623	26.7
1965	1st [2]	501	22.1
	2nd	642	25.8
	3rd	612	25.6
	4th	647	25.4
1966	1st	632	24.3
	2nd	683	25.1
	3rd	689	25.4
	4th	671	23.5
1967	1st	685	23.5
	2nd	723	23.4
	3rd	689	24.5
	4th	706	23.5
1968	1st [3]	732	22.9
Nonelectric machinery			
1964	1st quarter	1,132	31.6
	2nd	1,199	31.5
	3rd	1,095	31.5
	4th	1,228	30.9
1965	1st [2]	1,062	28.8
	2nd	1,422	33.3
	3rd	1,186	30.8
	4th	1,372	30.4
1966	1st	1,350	30.7
	2nd	1,443	31.1
	3rd	1,316	29.8
	4th	1,436	28.9
1967	1st	1,518	31.1
	2nd	1,596	31.0
	3rd	1,371	29.8
	4th	1,466	28.9
1968	1st [3]	1,489	29.2
Electric machinery			
1964	1st quarter	417	27.8
	2nd	405	25.4
	3rd	380	25.4
	4th	463	26.1
1965	1st [2]	377	23.0
	2nd	443	25.3
	3rd	398	24.1
	4th	442	23.6
1966	1st	448	25.1
	2nd	484	25.8
	3rd	457	25.5
	4th	511	24.4
1967	1st	520	26.0
	2nd	548	26.2
	3rd	494	26.2
	4th	535	24.6
1968	1st [3]	534	24.9
Transport equipment			
1964	1st quarter	740	28.4
	2nd	783	28.6
	3rd	695	28.8
	4th	832	27.8
1965	1st [2]	778	26.3
	2nd	907	28.9
	3rd	781	29.3
	4th	979	29.1
1966	1st	913	29.3
	2nd	926	28.5
	3rd	787	28.1
	4th	1,084	28.7
1967	1st	1,081	31.0
	2nd	1,153	30.7
	3rd	1,008	31.0
	4th	1,283	34.3
1968	1st [3]	1,375	33.9
Other manufactures			
1964	1st quarter	1,103	16.3
	2nd	1,191	16.6
	3rd	1,115	15.9
	4th	1,262	15.8
1965	1st [2]	1,058	14.2
	2nd	1,311	16.6
	3rd	1,179	15.4
	4th	1,321	15.1
1966	1st	1,311	15.8
	2nd	1,361	16.0
	3rd	1,291	15.3
	4th	1,351	14.6
1967	1st	1,393	15.7
	2nd	1,414	15.2
	3rd	1,271	15.1
	4th	1,315	14.1
1968	1st [3]	1,309	14.1

Note: The term "manufactures" refers to chemicals, machinery, transport equipment, and other manufactures, except mineral fuel products, processed food, fats, oils, firearms of war, and ammunition.

[1] World exports are defined as exports from the 15 major industrial countries. These nations, which accounted for 78% of world exports of manufactures to foreign markets in 1966, are as follows: United States, Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Netherlands, Norway, Sweden, Switzerland, United Kingdom, and Japan. Exports to foreign markets are total exports excluding exports to the United States.

[2] Affected by U.S. longshoremen's strike.

[3] Affected by New York dock strike in March.

AVIATION INDUSTRY FIRMS BOUGHT more tran $21 million in U.S. goods due to exhibit at last Paris Air Show. A U.S. exhibit is planned for the 1969 show.

PARIS AIR SHOW '69

Return exhibit planned

Sales of $21 million made by exhibitors following 1967 show tops enthusiastic predictions

The United States will return to Paris next year for the 60th anniversary of the International Aerospace Exhibition, better known as the Paris Air Show, as it has for every edition of the exhibition since 1909.

The U.S. Pavilion at the show, scheduled for May 29-June 8, 1969, will feature the latest in American-made aircraft, components, ground support equipment, structural components, and engines.

Sales top $21 million

American manufacturers represented in the U.S. Pavilion at the last Paris Air Show report more than $21 million in European sales during the year after that exhibition, and plans call for an equally impressive show next year.

In 1967, the theme of the U.S. Exhibition at Paris was "In the Spirit of Lindbergh," commemorating the 40th anniversary of Charles A. Lindbergh's solo flight across the Atlantic.

More than 60 firms represented in the U.S. Pavilion reported immediate sales of over $1 million during the show. Enthusiastic predictions of $16.5 million in sales during the first year after the show proved far too conservative, as reports by exhibitors 12 months after the show listed over $21 million in sales directly resulting from their part in the Paris Air Show.

"Contacts made at the U.S. Pavilion in 1967 enhanced our chances of getting the $2.5 million in additional orders we have received since the show," said H. L. Cole, vice president of Borg-Warner International Corp., in a recent interview.

A pavilion of about the same size as the 1967 one—55,000 square feet—is being erected to accommodate the U.S. exhibition which is being scheduled for the 1969 show.

Individual invitations will again be sent to the top European customers for U.S. products in the aerospace field, to assure the greatest attendance possible when the Paris show opens next May.

A sales-oriented area in the U.S. Pavilion will be composed of between 40 and 50 U.S. manufacturers of aircraft components and ground support equipment known to be in greatest demand in the European market.

American aeronautical achievements, showing the latest "state of the art," will be displayed by leading U.S. military and commercial airframe, engine, and transportation companies in an institutional-commercial area.

Institutional emphasis

A new emphasis will be placed next year on sales of products shown in the institutional area, where some 20 firms are expected to participate.

At the request of several exhibitors at the 1967 Paris Air Show, the U.S. Pavilion for 1969 will include the products of some six or eight leading producers of steel, aluminum, titanium, and high temperature alloy forgings. This section will symbolize the indispensable role

of materials and structural component technology in high performance engines, aircraft, helicopters, and space vehicles.

The U.S. Government exhibit will trace the progress of the U.S. space program from the first U.S. satellite to go into orbit in 1958, through the development of the three-man Apollo capsule. A similar display proved extremely popular with visitors to the U.S. Exhibition at the 1967 Paris show.

Military and commercial aircraft representing the latest U.S. designs will be on display outside the pavilion in a flight line. The U.S. Department of Transportation is coordinating the procurement of aircraft from the military services and U.S. manufacturers.

Other Federal agencies which will supply exhibit material for a thematic aerospace presentation in the U.S. Pavilion include the Federal Aviation Administration, the National Aeronautics and Space Administration, and the Atomic Energy Commission.

Some 7,000 buyers, engineers, and other businessmen came to see the U.S. equipment on display in 1967, and the rapidly growing European aerospace industry is expected to send an even larger group next year.

Engineers are prime targets

"We have picked up many good sales leads," said one exhibitor in the U.S. Pavilion at the 1967 edition of the Paris show. "The Commerce Department effort brought in the engineers, and we'd rather talk to them than the buyers—they will design our products into their manufacturing operations."

Other exhibitors had similar comments. United Controls' man at the show said, "Great exposure—we're very pleased!"

REA International reported it had "gotten the exposure we were after. We have shown equipment never before seen in Europe."

One exhibitor, who had made the ambitious sales projection of $4 million at the end of the show, has since reported that that figure had been met fully, with another $3.5 million expected before the 1969 show opens as a direct result of the company's exhibit in the 1967 U.S. Pavilion.

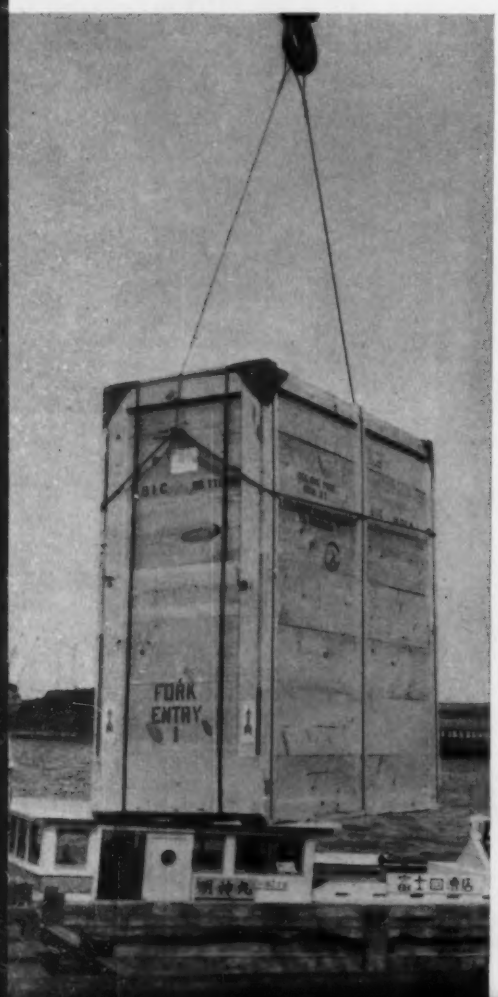
Firms interested in exhibiting in the U.S. Pavilion at the 1969 Paris Air Show should write Charles M. Whitley, Office of International Trade Promotion, U.S. Department of Commerce, Washington, D.C. 20230, or telephone, Area Code 202, 967-3957. Additional information is also available from the Commerce Department's Field Offices.

U.S. EXHIBIT DREW CROWDS of interested businessmen, as well as future buyers. The display's theme commemorated Lindbergh's first trans-Atlantic flight, which ended in Paris 40 years earlier.

BUSINESSMEN FROM ALL OVER EUROPE and the rest of the world attend the Paris Air Show, which is held every second year. U.S. firms have a ready-made market of the world's top buyers.

ITEK PLATEMASTER UNIT (above left) is prepared for shipment to the U.S. Trade Center in Tokyo, for display at the Document Processing and Reproduction Equipment Show. Above right, the crated unit is moved to the loading platform at Itek Business Products for transit to New York City and Tokyo.

ITEK CRATE ARRIVES in Japan (below) and is lifted from ship to waiting barge at Yokohama harbor where it was immediately transferred to a truck for the last lap of its journey.



Trade Center opens Japanese door

N.Y. firm estimates $600,000 in sales as result of first participation

When Elwood Parrish heard about the Tokyo Trade Center's show of document processing equipment at the same time he was looking for a way to introduce Itek Business Products platemakers and microfilm equipment to Japan, it seemed like a natural.

"The results of our Tokyo showing were far beyond our expectations," according to Parrish, Manager for International Marketing for the Rochester, N.Y. firm. "We thought our products had a market in Japan, but never knew just how big it was."

Parrish had worked in several other U.S. Trade Center Shows with other firms. "Then I joined Itek to establish its international department and decided Trade Centers were an excellent way to enter a market.

"We made the decision to open a branch in Tokyo to coordinate all company operations in Japan and the Far East. The Trade Center's Document Processing and Reproduction Equipment Show was right up our alley. It just happened to be announced when we were planning our Japan entry, so we decided to use it as our platform," Parrish said.

Itek, with the largest display in the show, sold all its floor samples to new customers by the end of the first full day of the exhibition.

Off-the-floor sales of $60,000 and a "conservative" estimate of $600,000 in sales over the next twelve months as a direct result of the show have whetted Itek's appetite for more of the same. "We're planning a similar exhibit at the Stockholm Trade Center's Printing and Bookbinding Equipment Show, Sept. 18-24, and hope for equally good success," Parrish said. He also signed two Japanese agents, and had opened negotiations with two others by the time the show closed.

Parrish said he was "particularly pleased with the way the show was planned and the assistance of the Trade Center staff."

The admiration was mutual. The official report of the show said that Trade Center officials found Parrish to be "one of the hardest working and most effective exhibitors we have ever had at the Trade Center," in addition to having a line of products that was an object of great interest to nearly every Japanese agent in the field.

In a display of teamwork that benefited both firms, Itek also coordinated with A. B. Dick Company to create an exhibit which reproduced documents, letters and newspapers in a matter of minutes. The Itek Platemaster photographed the material and produced a plate in 90 seconds, which was quickly transferred to an A. B. Dick offset printing machine which then turned out copies at the rate of 7,000 per hour.

SHIPMENT OF ITEK equipment arrives at Tokyo Trade Center (above) and is unloaded (above right). Below, workman at U.S. Trade Center opens the first crate. Center right photo, Elwood Parrish (2nd l.), Itek's mgr. for int'l marketing, talks with visitors to Document Processing and Reproduction Equipment Show. Below right, Japanese businessmen study Itek Platemaster.

DO-IT-YOURSELF EXHIBITS gave Japanese businessmen a chance to see what U.S. equipment could do at the Tokyo Trade Center's document processing show. The show drew near-record numbers of visitors.

ON-THE-SPOT REPRESENTATIVES make for a more effective sales presentation. Below, Technifax's Donald Mentzer explains the workings of a high-speed microfilm duplicator to Tokyo-based visitors.

Visitors near record at Tokyo exhibition

Firms praise quality attendance at July document processing show

An expanding economy generates growing mountains of paperwork, and Japan is no exception to this rule of thumb. Thirty U.S. manufacturers of document processing equipment found willing buyers for their wares at an exhibition at the U.S. Trade Center in Tokyo, held July 22-27.

Japanese businessmen were obviously interested in seeing the American equipment, and by the end of the five-day show, the Trade Center had registered the second highest number of visitors in its five-year history—3,159.

Overall sales results: $201,916 in immediate orders, and another $2.2 million in expectations for the twelve months after the show.

An estimated 20% of the visitors were agents, distributors or importers interested in reaching representation agreements with the U.S. exhibitors. Two appointments of new agents had been made by the end of the show, and another 26 possible arrangements were still in the talking stage.

Outstanding success

The outstanding success of the show was Itek Business Products Division of Itek Corp. (see story beginning on page 14). Itek's first venture into exporting on its own achieved every one of its objectives, according to company officials.

"Attendance and exposure to Japanese industry was superb," said Tecnifax's company representative at the show.

"Conservative" sales estimates of first year business as a result of the show in the $150,000 to $250,000 range were reported by Cheshire, Inc., a firm exporting to the Japanese market for the first time. Cheshire was negotiating with 12 potential local representatives at the end of the show and hoped to conclude an arrangement shortly.

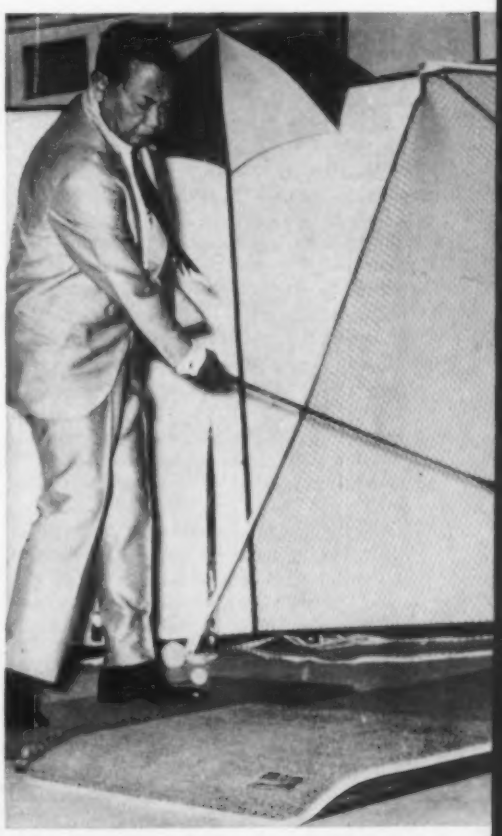
Several small firms did especially well at the exhibition. Cordell Engineering, Inc., noted that "visitors to the show and to our booth were exactly those we wanted to see. They impressed our officials extremely favorably."

"We had many prospective customers," reported the sales manager for Microseal, Inc., another small company. The Illinois firm predicted sales of $150,000 during the next year resulting from its participation.

GOING TO THE CONSUMERS, the second U.S. mobile show to Northeast Thailand promises to top the first. These exhibits at Chaing Mai drew more than 200 local businessmen to the opening reception, including the provincial governor, who tested indoor driving range exhibited by Brunswick.

Second mobile show to northeast Thailand provincial centers off to successful start

Sales at Chiang Mai show promise of surpassing excellent results of first traveling exhibition to four northeastern provinces held earlier this year



The U.S.A. Equipment Show successfully launched its second tour of Thailand Aug. 19, with an opening reception in the northern provincial center of Chiang Mai. More than 200 prominent area businessmen and government officials attended the opening.

With local sales agents staffing company exhibits, the equipment show demonstrated a wide cross-section of American products, ranging from power tools, farm and factory equipment, to air conditioners and business machines.

In its first stop at Chiang Mai, the mobile exhibition drew over 1600 visitors, and the 29 companies represented in the displays rang up spot sales of $9,188, with future sales predictions of over $174,000.

Forty local Thai representatives of 13 U.S. companies showed the products of 29 U.S. manufacturers of the sales tour of four northeastern Thailand cities.

The turnout of local businessmen for the first showing was called excellent by U.S. Commercial Officers accompanying the exhibits. Local publicity, including radio and television coverage, was extensive.

Staged by the U.S. Trade Center in Bangkok, the mobile show was displayed in Chiang Mai, Lampang, Phitsanuloke and Nakhon Sawan on a two-week tour in the north. The exhibit was open in each of the cities for three days.

Six of the exhibitors are "repeaters," having joined the first tour to northeastern provinces earlier in the year. On that first tour more than half a million dollars in sales were recorded. Trade Center officials anticipate even larger returns from the current tour.

Plans already are under way for continued tours of the U.S.A. Equipment Show to other provincial centers in Thailand, with the next tour tentatively scheduled for early in 1969.

Scandinavian shipbuilders seek newest U.S. capital equipment for modernization, expansion

Sweden, Europe's leading ship producing country, is ideal location for 1969 exhibition at U.S. Trade Center in Stockholm

Scandinavian shipbuilders are moving full speed ahead to modernize their industry and maintain its rank as the largest in Europe.

To help American firms take advantage of this major market for technologically advanced shipbuilding and marine equipment, the U.S. Department of Commerce will sponsor a shipbuilding and marine equipment exhibition at the U.S. Trade Center in Stockholm, Jan. 15-21, 1969.

An Export Market Guide prepared by the Department's Bureau of International Commerce notes that each of the four Scandinavian countries has an expanding shipbuilding industry. Together they produce 15.5 percent of the world's ship tonnage and predict they will retain this share of the increasing world shipbuilding market. Each country has specialized in the production of different types of vessels, and the four countries are therefore customers for each other's ship exports.

Sweden, the leading shipbuilding nation in Europe in 1967, produced 8% of the world tonnage that year. Swedish shipbuilders have specialized in the production of tankers, which have represented 60 to 70% of launched tonnage since the early 1950's.

In 1967, the leading shipyards reported 52 ships launched for a total of 2,193,075 tons and 83 ships on order for a total of 5,141,600 tons. To keep this share of the expanding world shipbuilding market, Sweden will require large imports of technologically advanced capital equipment.

Norway maintains the third largest fleet in world tonnage but directs equipment purchasing for three times the vessel tonnage actually constructed there. Norwegian shipyards produced 143 vessels totaling 530,000 gross tons during 1967, including small tankers, carriers, cargo liners, passenger/car ferries, naval vessels, and fishing vessels.

Finland specializes in building advanced ice-breakers. In 1967, the major yards delivered 70 vessels totaling 177,000 gross tons.

Danish shipyards completed 36 ships aggregating 498,063 gross tons in 1967. Large tankers and bulk carriers accounted for more than 80% of this production.

Because of the need to automate to keep competitive in the world market, Scandinavian shipowners and shipbuilders have established industry development programs to improve efficiency and cut labor costs. This means that even larger purchases of technologically advanced equipment must be made abroad, for much of the needed equipment is not manufactured in Sweden.

There is a particular need for advanced electronic equipment and automatic control devices to streamline operations. Specific products reported to have good export potential include electronic navigation systems, advanced sonar and echo sounding systems, electronic data logging and control systems and computers, and gas turbine and high horsepower diesel engines. Infra-red navigation equipment, advanced anti-corrosion agents, advanced metalworking and welding machinery and advanced fire control and safety equipment are also in demand.

U.S. exhibitors in the Stockholm show will benefit from a broad market development campaign already underway throughout Scandinavia to attract shipowners and builders, buyers, agents and distributors.

The Stockholm show will be Commerce's second in less than a year for this section of U.S. industry. The 38 exhibitors in a shipbuilding and marine equipment show at the U.S. Trade Center in Tokyo in June 1968 reported $82,000 in off-the-floor sales and estimated additional sales of $5,011,000 within a year. Three of the six firms seeking representatives in Tokyo signed agents.

U.S. firms interested in taking part in the Stockholm show may obtain more information from the U.S. Department of Commerce, (BIC-946), Washington, D.C. 20230 (phone: area code 202 967-4975), or from any of the Department's 42 Field Offices.

U.K., Irish firms lose export rights

Failed to account for shipments of strategic U.S. electronic items

In two separate but related actions, access to U.S. exports has been denied to electronics firms and their officials in London, England, and Dublin, Ireland. The U.S. Department of Commerce took the actions against B&Y (Gates) Electronic Developments Ltd., London, and Anthony S. Young, a director, and Bay Laboratories Ltd., Dublin, and Byron Williams, managing director.

The Department's Bureau of International Commerce (BIC) is conducting an investigation into the disposition of strategic U.S.-origin electronic equipment received by the companies during 1966 and 1967. According to BIC the companies are closely connected in business. In at least one instance, the London firm ordered the equipment and directed delivery to the Dublin firm.

Officials of the companies did not give satisfactory information as to the disposition of the equipment and, in accordance with U.S. export regulations, written questionnaires were submitted to them to obtain the information. When they failed to respond or give reasons for failure to do so, the orders were entered denying them export privileges. The restrictions will remain in effect until the information is furnished.

In order to prevent evasion of the order against the B&Y Gates firm, the restrictions were also made applicable to related parties closely connected with the firm. These are Edward G. Baizert, a director and responsible official of the firm, and Uni-Export Trading Company Ltd., also of London, in which Baizert and Young are directors.

Under the order the parties are denied all privileges of participating in any manner in transactions involving commodities or technical data exported or to be exported from the United States. The order is applicable to agents, employees and representatives of the denied parties. All export licenses to which the denied parties are participants have been cancelled.

The U.S. export regulations provide that without authorization from the Department of Commerce, no party may trade in commodities or technical data exported from the United States with a party he knows has been restricted from dealing in U.S. exports.

SALES AND SERVICING in the Far East are handled by Air Mac International Corp. headquarters in Manila (above). Log truck-trailer units, imported by Air Mac, are used throughout Southeast Asia.

Construction, logging equipment exports earn 'E' for Seattle firm

Air Mac International Corp. offers flexible credit terms, maintains overseas inventory to meet foreign competition

Air Mac International Corp. of Seattle has been awarded the Presidential "E" for promoting foreign sales of U.S. products so successfully that its export sales have tripled in four years. The company, an independent export merchant specializing in sales of machinery and supplies in the Far East, has met foreign competition by maintaining spare parts inventories in the Philippines and by offering flexible credit terms.

The "E" flag and certificate were presented in a special ceremony to company president Stanley B. McDonald by Goodwin Chase, chairman of the Seattle Regional Export Expansion Council, and president of the National Bank of Washington (previous "E" award recipient).

Air Mac International Corp. (Amicor) was founded in 1964 to assume and expand export sales of Air Mac, Inc., of Seattle and Pacific Wood Products Co. of Los Angeles. The firm operates as export merchant, taking title and reselling to the overseas customer.

The products exported by Amicor include semi and off-highway trucks, industrial material handling equipment, crushers and crushing plants, cement-making equipment, concrete batch plants, logging equipment and plywood machinery. Amicor customers are located in the Philippines, Taiwan, Hong Kong, Indonesia and Okinawa.

As part of its effort to increase exports, Amicor prepared a detailed proposal with specifications and technical data to persuade a Korean company to produce prefinished plywood, using Amicor equipment.

Sale of excavating, crushing and hauling equipment was achieved when Amicor executives visited operations of Far Eastern logging companies that were using river or beach gravel in their access roads, and recommended crushed rock.

Amicor also introduced the sale of large U.S. made truck-mounted concrete mixers and equipment for automated concrete batching plants in Manila.

To provide a base for Far Eastern sales and service, the company established Air Mac Philippines, Inc., as machinery distributor of U.S. products and sales representative for Amicor.

Amicor established a credit line with a California bank for discounting term obligations, in order to offer terms up to three years, essential in the purchase of capital equipment by the developing countries. In addition, open account terms are extended to well-rated foreign customers.

Other sales techniques employed by the firm include overseas travel by executives and the use of telex and air freight to speed service.

U.S. trade balance in surplus for July

Marked improvement still falls short of satisfactory performance

Export and import figures released by the Commerce Department's Census Bureau reveal a turnabout in the U.S. merchandise trade balance in the month of July. According to the figures, the July trade balance was in surplus by $139 million, seasonally adjusted, an improvement of about $220 million from the deficit in June.

The July data indicate that there was a decline in general imports, while exports rose moderately. Month-to-month variations in U.S. trade data are too large to permit conclusions as to trend on the basis of developments in a single month. The July trade surplus, however, is consistent with our expectation of an improving trade balance in the second half. It still falls short of a satisfactory performance.

Exports increased in July to $2,803 million, seasonally adjusted, the second highest on record and almost 2% above June. The increase in exports from June to July reflected an increase in both agricultural and non-agricultural products. Higher exports of transportation equipment—mainly aircraft and parts—as well as fuels and chemicals accounted for a large part of the July increase.

Following four successive monthly increases, U.S. imports declined in July to a seasonally adjusted total of $2,664 million. The July level was about 6% below the record June level. Lower import deliveries of metals—mainly copper and steel—and automotive products accounted for a part of the July decline.

There was an apparent lessening in July of the special factors related to the copper strike and the anticipated steel strike that contributed heavily to the poor trade performance in the first half of the year.

Moroccan Five Year Plan encourages foreign investment, especially in export industries

Improved production methods, distribution network sought; U.S. products and services are competitive internationally

A bumper grain crop and approval of the new Five-Year Plan for 1968-72 highlighted Morocco's economic performance during the past six months, but there are still many problems facing the country's economy. The semi-annual Economic Trends Report from the U.S. Embassy in Rabat reports that, despite many achievements, the Moroccan standard of living has remained about the same over the past several years.

A general guideline for American investors and exporters seeking business in Morocco is contained in a policy statement in the new Five-Year Plan, to the effect that "The industries which seem to be most interesting for the economy and must be given priority encouragement are the industries which require little capital and principally those which are oriented toward export. On the other hand, the creation of heavy industry in opposition to assembly plants should be envisaged only with much prudence and when proved to be in the national interest."

Because of the abundance and relatively low cost of labor, enterprises which require unskilled manpower, or for which untrained labor can be readily formed, and which do not depend upon supersophisticated equipment, are favored. Industries which will substitute local products for imports are especially sought.

Preferred industries

Some of the industries pin-pointed for expansion or for introduction into Morocco are food processing, cellulose, textile thread, steel tubing, electric motors, chemical fertilizers and insecticides, small chemical and mechanical industries, electronics, ceramics, certain plastic consumer goods, and the dairy industry including butter and cheese manufacture.

The best opportunities for exporters to Morocco lie in products which will equip and continue to supply those industries and public works sectors which have been selected for development. Among them are food processing machinery (including dairy equipment), refrigeration and ice freezing machinery, tin plate, chemicals, refined basic metals, machine tools, dyes for materials and leathers, agricultural machinery, fertilizers and water treatment and conveyance systems.

It is generally recognized that the Moroccan system of production and distribution is weakened by a plethora of small, uneconomic plants in certain fields, by failure to reinvest sufficiently in modern equipment, by problems of conveying produce from the farm and factory to the consumer, and by lack of managerial personnel. There is a potential market for the services of American management contractors once Moroccans are convinced of the advantages of such services.

To succeed in establishing themselves and their products in Morocco, American firms must be prepared to conduct their business in French, and to cultivate the market with tenacity and patience, bearing in mind that decision-making is often a slower process here than in the United States and is usually confined to the top officials whether in Government or private enterprise. Contracts, where required, should be stated in great detail and leave no room for controversies over misinterpretation later on.

Contrary to the situation in many developing countries, Morocco has a reasonably good infrastructure of public utilities which facilitate the growth of industry and the conduct of business. For instance, the entire telephone system is being extended and modernized, and by December the direct dialing system should be in effect among all cities and major towns in Morocco. Direct dialing between Morocco and France was begun recently and by the fall is scheduled to be extended to most countries of Western Europe.

With completion of the telecommunications satellite ground station in Morocco in mid-1969, Morocco will have the added capacity of sending and receiving telephone, telegraph and telex messages, photographs and direct television broadcasts via satellite to and from other countries linked to the Intelstat system.

U.S. outlook good

Given the orientation of Morocco's economy under the Five-Year Plan and the goods and services which fulfillment of the Plan will require, the outlook for expansion of trade with the United States is good, as our producers have a competitive advantage internationally in many of the products and services which will be affected.

The combination of good climate, increased use of fertilizer and selected seed is expected to make 1968 an all-time record year for grain production.

The boost to the economy anticipated from the excellent harvest so far has not been felt to the degree hoped for. There have been problems in maintaining the Government-support prices as some farmers, desperate for ready cash, have sold their produce cheaply. Many farmers are in debt because of two bad harvests in a row, and a large portion of their profits has gone to pay off these debts.

Nevertheless, over the long run it is expected that the 1968 harvest will stimulate the movement of consumer goods and alleviate the crisis in the important textile industry which particularly suffered from the recession.

Potential for U.S.

A recently-signed $8 million Agency for International Development (AID) development loan for the purchase of American products which promote the development of Moroccan agriculture should make it possible for some U.S. products not presently sold locally to make an entry into the Moroccan market.

It is probable that American engineering, construction and management firms will find increased outlets for their services in the next few years, as major public works are undertaken.

MOROCCO'S ANNUAL PHOSPHATE rock production capacity is expected to top 18 million tons by 1972. Above, phosphate quay at Casablanca harbor.

The new Five-Year Plan, which envisages a total investment in both public and private sectors of about $2.3 billion, will place major emphasis on agriculture, public works, selected industries and tourism. About 15.4% of the sum (3% of planned public sector investment) is to go to agricultural development. Industries, rural and urban development, and mines are the other most important sectors in terms of planned investment.

It is generally recognized that the gains from previous plans were extremely modest. Actually, the standard of living has remained about the same over the past several years, since the growth in production has been outpaced by the rapid increase in population.

The objectives of the new plan are regarded as reasonable and in keeping with the country's potential. The need for Morocco to attract private foreign investment in order to achieve its aims is recognized, and in fact, during 1967 such investment doubled over 1966 and the trend is continuing.

However, the larger share of the proposed investment will have to come from local sources, both private and public, and from foreign governments and international organizations. Among the sectors emphasized in the Five-Year Plan are export industries (phosphate mining and food processing) and tourism; a recognition of Morocco's need to increase its earning capacity so that a bigger proportion of the financing required can be obtained from its own resources.

Phosphate rock production capacity is in the process of being expanded to take advantage of rapidly growing world markets. Additional equipment is being purchased for developing the high grade deposits at Khouribga, including a 60 cubic yard capacity American dragline (one of the items being financed under an Eximbank loan). A new phosphate mine is being opened near Benguerir which is scheduled to have a capacity of 10 million tons a year by 1980. By the end of the Five-Year Plan (1972) it is anticipated that phosphate rock production capacity will be between 18 and 19 million tons.

Modern fishing fleet

The Moroccan Government is very much interested in modernizing its fishing fleet, installing cold storage and freezing facilities at the principal fishing ports, consolidating and improving fish canning procedures and expanding exports of fish. The new Five-Year Plan has allocated about $250,000 from public funds, and anticipates a contribution of over $1 million from private investors to fisheries development.

Morocco's always modest foreign reserves, which had been under pressure all winter due to the necessity of paying for the heavy wheat imports of the last two years, large government purchases of foreign equipment for developing projects, and the more liberal import regulations established in mid-1967, were unable to weather the strains caused by the French strikes in May and June. A drop in tourist revenue and a loss of potential tomato exports coupled with delays in payments from abroad caused by a nearly complete breakdown of communication with France for several weeks reduced reserves to such a low level that the government had to draw $30 million of its standby credit with the International Monetary Fund.

Reserves will continue to be under extra stress in the months to come as additional payments for the wheat imported from France on short term credit over the last two drought years become due.

On the other hand, it is understood that prospects for phosphate rock exports are excellent for the second half of this year and returns from tourism are improving after a slow beginning at the start of the tourist season. There have also been a number of offers of foreign loans which could ease balance-of-payments difficulties. Two new loans to assist in the develop-

ment of Moroccan agriculture in the amount of $13 million have been extended by the United States.

After a long hiatus due to the Ben Barka affair, the French Government is again prepared to offer long term low interest loans for the purchase of French equipment to be used in Moroccan development projects. Other financial assistance is expected from West Germany, already an important source of long term loans, Italy, the Soviet Union and the World Bank.

May draw on credit

Nevertheless, the Government may find it necessary to draw on all or part of the $20 million remaining of its standby credit with the IMF and/or the $5 million remaining of its revolving credit with the Bank of France to shore up reserves during the fourth quarter of the year, which is generally the most difficult one.

Despite a significant growth in domestic credit, prices and wages have remained steady. Thanks to the excellent crop and the beginning of a number of development projects, commercial and general economic activity is on the increase and appears likely to continue to grow. However, there is probably sufficient extra local capacity in industry and the labor force to absorb a good deal of increased activity without the danger of inflationary effects.

Various projects for construction of dams, for increasing city water supplies and tapping groundwater resources are moving ahead rapidly. In the last five months alone major steps have been taken to realize five of the six new dams provided for in the Five Year Plan.

Calls for bids on the construction of the Zaouia N'Ourbaz Dam on the Dra River, the Tankist Dam on the Massa River, and the d'Arabat Dam on the Sebou and for engineering studies for the Sidi Cheho Dam on the Oumer Rbia were issued and results of the adjudication of bids are awaited.

Work on the temporary Grou River Dam, which was designed by an American firm and is intended as an interim solution to summer water shortages in the Rabat-Kenitra area, has begun. Construction on the Ait Aadel and Ziz dams, started under the previous plan, is proceeding on schedule. Designs for the irrigation system in the Lower Moulouya region, and repairs and improvements on the Nakhla and Kansera Dams are nearing completion.

American engineering firms are involved in both the Ziz and Lower Moulouya projects, and the latter is being largely financed by United States aid.

Groundwater surveys being undertaken in the Souss under the auspices of the United Nations Development Program are expected to reveal new sources which can be tapped for irrigation and industrial purposes.

The availability of water and of hydroelectric power is pertinent to all agricultural and industrial projects, and should carry considerable weight in making decisions to invest in the various projects under consideration.

The only region which is currently suffering severe lack of water and for which no remedies have been announced is the area from Oujda south, the Plateau de Rekkam. A project for generating thermal power using the anthracite of the Djerada mines near Oujda is in progress, but measures to alleviate the water shortage of the region are not part of plans discussed to date.

About $149 million from the Moroccan budget has been reserved for hydrological projects under the Five Year Plan.

Growing Thailand wants more news of U.S. products

Survey reveals interest by editors in receiving descriptive material

Bangkok wants to know what's new in American products.

A survey conducted by the Commercial Attache in the U.S. Embassy, Bangkok, reveals that the editors of 16 daily newspapers in that city would welcome a continuing flow of releases and graphic material from American companies on their new products, research developments and other business news of interest to readers in Thailand. Glossy photos, captioned and suitable for reproduction, are especially desired.

Material from American trade associations and similar organizations in the United States is also sought by the Bangkok newspapers.

Releases in English are acceptable, as all publications have facilities for translation. The editors, of course, reserve the right to make their own choice as to items they publish.

Thailand, with a hefty 12% increase in commercial imports last year, is now a member country of the "billion dollar import league." American firms supply about 15% of the imports to this fast-growing market and can do much to expand their share through stepped-up public relations and marketing activity.

Unless otherwise specified, these publications are designed for general readership:

English Language: *The Bangkok World*, 522 Phra Sumaine Road, Attn: A. Casella, Deputy Editor, circulation 14,000;

The Bangkok Post, Mansion 4, Rajdamnern Ave. Attn: Farouk el Hussein, Asst. Editor, circ. 14,000.

Thai Language: *Thai Rath*, 72 Varaphong Lane, Samsen Road, Attn: Sammitr Manarudee, Chief Reporter, circ. 120,000;

Daily News, Siphya Road, Opposite Wat Kaewfar, Attn: Praphan Hetrakul, Publisher /Editor, circ. 100,000;

Phim Thai, 1 Attanopnarumitr Lane, Din Daeng Road, Attn: Mana Praepan, Editor, circ. 60,000;

Siam Rath, Mansion 6, Rajdamnern Ave. Attn: Prachueb Thong-Urai, Editor/Publisher, circ. 24,000;

Kiattisakdi, 108 Suapa Road, Attn: Charn Sinsuk, Editor, circ. 20,000;

Siam Nikorn, 1 Attanopnarumitr Lane, Din Daeng Road, Attn: Savai Subsenthorn, Editor/Publisher, circ. 20,000;

Chao Thai, 555 Chakpaddiphong Road, Attn: Chalerm Vuthikosith, Editor/Publisher, circ. 10,000;

Prachathipatai, 161/4 Mahardlek Luang 3, Rajdamri Road, Attn: Savai Prommi, Editor/Publisher, circ. 10,000;

Daily Trade News (business), Under Memorial Bridge, Chakapetch Road. Attn: Charas Chaturas, Editor, circ. 7,000;

Bangkok Times (weekly), 37 Bamrungmuang Road, Attn: Charan Yobanyong, Sub-Editor, circ. 40,000;

Lak Muang, 95/8-9 Nakornsawan Road, Attn: Choti Thasbamrue, Editor/Publisher.

Chinese Language: *Sing Sian Yit Pao* (business) Corner New Road & Vorachak Road, Attn: James Sae Ngow, Editor/Publisher, circ. 45,000;

Tong Hua (business), 877-879 New Road, Attn: Sakorn Kayavatanakit, Editor/Publisher, circ. 28,000;

Sirinakorn (business), 984-8 Talad Noi, New Road, Attn: Prasit Sirivareeves, Editor, circ. 30,000;

Sakol Newspaper, 21/1 Siyaek Phyasri, New Road, Attn: Teeva Sae Yao, Editor, circ. 10,000.

U.S., Indian businessmen form Chamber of Commerce

An Indo-American Chamber of Commerce has been founded following an organizational meeting of Indian and American businessmen in Bombay recently.

The organization, whose goals will be the improvement of channels of communication between Indian and American business firms and expanding trade between the two nations, will have its headquarters in Bombay and local councils in New Delhi, Calcutta and Madras. Formal registration of the Chamber is in process. An eventual membership of 500 Indian and American business firms is anticipated.

Jordan marking time

Embassy foresees resumption of strong growth if political settlement can be reached

With the West Bank still under Israeli occupation and with violations of the cease-fire line along the Jordan River occurring frequently, the East Bank Jordan economy can be expected to do little more than idle along slowly until there is some progress toward a political settlement.

The Jordanian Government, with large-scale assistance from other Arab countries, is keeping its expenditures at a fairly high level and has in fact become the main engine of economic activity, according to the annual Economic Trends Report from the U.S. Embassy in Amman.

The course Jordan's economy will follow depends on how soon a solution of the continuing Arab-Israel crisis can be found. If a settlement is reached, the economy should gradually get back to its vigorous pre-war growth rate. Before the June war, GNP and imports were both increasing by nearly 9% a year.

Although it might take a year or so to rehabilitate the economy and get fully back on the track, opportunities for U.S. trade and investment should improve rapidly. Consumers would stop hoarding and begin to make some of the purchases they have been putting off, particularly of consumer durables like household appliances and automobiles, and pre-war investment plans would be taken off the shelf for a new look.

Continuation of the present situation (no peace, no war) would present a less cheerful picture, although even without a settlement consumer demand should eventually revive to a limited extent as cash holdings keep building up. Government development spending can be expected to continue as long as the subsidies agreed on at last year's Arab Summit Meeting in Khartoum are available, and would provide for at least some growth as well as sustain employment and demand.

U.S. share slipped

From 17% in 1966, the U.S. share of Jordan's import market slipped to 12% in 1967, although the United States kept its position as Jordan's largest supplier. In the first quarter of 1968, however, U.S. exports accounted for only 7% of Jordan's imports, behind West Germany, the United Kingdom and Lebanon.

The decline of the U.S. share is largely due to the change in the composition of Jordan's imports. These now include less capital equipment, consumer durables and luxury items, all significant in U.S. exports to Jordan before the June war.

If the United States is to retain its markets in Jordan, American firms will have to make considerable efforts to identify and sell the products and services required under the changed import demand pattern. Visits to Jordan by regional marketing managers and sales representatives of U.S. firms would be most helpful in this respect.

The most active sectors of the economy at present are government development works and construction, which should provide opportunities for limited amounts of construction equipment and such fixtures for new buildings as metal doors and window frames. If the demand for consumer durables picks up, there would also be some market for household appliances.

There is also a good chance that some agricultural machinery could be sold as the government's project to increase wheat production, assisted by the U.S. Agency for International Development gains momentum.

If a peace settlement were obtained, Khartoum aid would presumably cease while the now pent-up demand for imports would become effective. Foreign exchange reserves might then be drawn down fairly rapidly and control measures might be required.

Over a year has passed since the June war. Jordan's West Bank, which before the war accounted for about 40% of GNP, remains occupied and there has been no apparent progress toward a peace settlement with Israel. In fact, since mid-February, cease-fire violations have occurred almost daily in the Jordan Valley and agriculture in the fertile East Ghor has been sharply curtailed by the danger from firing, ranging from machine guns to artillery.

Remarkably resilient

On the whole, however, although uncertainty about the future and the occupation of the West Bank continue to depress economic activity in East Jordan, the economy has demonstrated a remarkable resiliency, considering the severe shocks and dislocations it has had to absorb. The resiliency is clearly sustained by the large subsidies the Jordanian Government receives from other Arab countries, but there are also other reasons for it:

- The uncomplicated structure of the economy keeps an injury to some sectors from spreading quickly and tellingly to others, such as agriculture which except in the East Ghor has not suffered greatly;
- The Jordanian Government has maintained a substantial public works program and given emergency assistance to firms in financial trouble;
- The cost of providing for the basic needs of refugees has largely been met from UNRWA and other foreign donors, and
- The disruption caused by the occupation of the West Bank is mitigated by continuing inter-Bank trade, mostly the supply of fresh produce from the West Bank.

Still, although the economy has endured the shock of the June war, the level of activity is very low and there have been serious losses as can be seen from the following Jordanian statistics comparing the first quarters of 1967 and 1968: tourist earnings, down 58%; remittances from Jordanians abroad, down 70%; cement production, down 15%; output of petroleum products, down 30%; and phosphate production, down 17%.

The Jordanian Government's expenditures this year may well be four times as much as its domestic revenues. The resulting budget gap, which apart from arms purchases may be around $100 million, will be more than covered by foreign grants and loans, particularly the $105 million expected during 1968 in subsidies from Saudi Arabia, Kuwait and Libya under the commitment made to Jordan in

New stationery sizes

Export offices should be advised, before ordering 1969 stationery supplies, of new standard international envelope sizes which will be ratified next year. The French postal system (PTT), following the world agreement, has approved the following sizes, now available from suppliers: 90x140 mm, 110x155 mm, 110x220 mm, and 114x162 mm.

The PTT specifically warns against buying smaller envelopes than the 90x140 mm size. With mechanical sorting increasing, non-standard envelopes may well be subject to delays.

August 1967 at the Arab Summit Meeting in Khartoum.

Civil expenditures will probably be down only slightly in 1968 from last year, when government spending was normal during the five months before the war, but development expenditures may be down more.

The slump in the private sector has thrust the main burden of supporting economic activity upon the government. But, while a relatively high level of development spending will help keep up employment and demand, it is unlikely to prime the pump in Keynesian fashion since the slump results from political uncertainty and the occupation of the West Bank rather than from any economic malfunction.

As the government has drawn down and spent dinars against the Khartoum grants, the money supply has grown apace. By the end of May the money supply was nearly 40% above May 1967, just before the June war. At this rate of expansion, the money supply could be up by another 25% by the end of the year, which in fact seems likely as long as Jordan continues to receive the Khartoum payments.

Such massive injections of new money into the economy would normally be expected to whet demand and bring about increased imports or price inflation, but this has not occurred; prices edged up by only 1% from May to May (Amman Consumer Price Index).

An intriguing aspect of the post-war economy is the relatively large number of new houses being built. In the first six months of this year, about one-third more building permits were issued by the Amman municipality than during the same period in 1966.

This may be partly explained by higher rents due to the refugee influx and by the increased amount of money held by the public, but it also seems to reflect the public attitude that "whatever happens, we will still be living here." It apparently does not reflect any feeling that prospects are improving, since there is very little private investment in new plant and equipment.

Inventories down

Merchants' inventories of consumer durables, well stocked before the war, have been drawn down to minimal levels which are being maintained by imports at rates of less than half those of 1967. Some merchants claim that they are not doing enough business to break even. An exception is the lively sale of television sets, which is explained by the beginning of telecasting in Jordan earlier this year.

For the first five months of this year, which should fairly reflect the economic situation pending some political settlement, Jordan's trade gap was narrower by a third than it was last year for the same period. Imports valued at $62.2 million were 23% below 1967 levels while exports rose 34% to $13.9 million. The resulting trade gap of $48.3 million was 32% below 1967.

Both imports and exports were unexpectedly high. Most observers think that at least half of pre-war imports to Jordan went to the West Bank. With the flow of imports to the West Bank via the East Bank down to a fairly insignificant trickle since the war, and with the economic slump on the East Bank, imports might have been expected to fall very sharply.

The reasons imports are so high seem to be the additional UN and other relief supplies brought in for the 350,000 new refugees, purchases of imports by refugees themselves as well as by Iraqi and Saudi troops stationed in Jordan and, probably most important, larger public imports.

Half of the 34% gain in exports was due to tomatoes and phosphates alone. Spring crops were fairly good this year and fresh produce has continued to come over from the West Bank despite frequent firing incidents in the Jordan Valley.

Phosphates production was little disturbed by the war, and export markets have been expanded despite the shipping problems caused by the Suez Canal closure. Exports of cement and cigarettes, both made on the East Bank, increased as markets were found abroad to make up at least partially for the loss of the West Bank.

The narrowed trade gap should not be regarded as a healthy trend since, as described above, it is largely due to the aftermath of the June war. Although imports have remained relatively high, they include less of the capital investment goods and consumer durables which mark a prosperous economy.

Industrial production in Jordan, which is on a relatively small scale, has fallen off fairly sharply in most cases because of the loss of West Bank markets and lower demand on the East Bank of the river.

With income to farmers only average and much less than last year, with industrial production down and with income to the trade and services sectors sharply reduced, East Bank Jordan's GNP seems certain to be considerably lower than last year.

Reminder to U.S. exporters

U.S. exporters are reminded that receipt of a boycott request—if it has the effect of furthering or supporting a boycott or other restrictive trade practice fostered by any friendly foreign country against any other such country—must be reported to the Commerce Department.

This requirement is mandatory. Failure to report as required is a violation of the Export Control Act.

The report must be made on Form IA-1014 which is available from any Commerce Field Office or from the Department's Office of Export Control, BIC-840, Washington, D.C. 20230. U.S. firms having multiple transactions with the same foreign importer may file the report quarterly.

Exporters are reminded on the reporting form that "It is the policy of the United States to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States. All U.S. exporters of articles, materials, supplies or information are encouraged and requested to refuse to take, but are not legally prohibited from taking, any action, including the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts."

Some examples of boycotts or other restrictive trade practices include demands for certification that goods to be shipped are not in any part of the origin of a boycotted country, stipulations that such goods must not be insured by an insurance company or carried by a vessel which is boycotted, or requests for information as to whether the U.S. exporter or any subsidiary or affiliate has any investments of any kind in a boycotted country. Other examples are described in the note following paragraph 369.2(b) (2) of the Export Regulations.

Boycott requests may be received in many different forms, may involve a variety of subjects, and may arise at any stage of a transaction. Some requests, for instance, may be in the form of questionnaires to be completed by the exporter while other requests may take the form of a pledge, a certification, or a clause in a contract.

The U.S. Government encourages and requests exporters to refuse to comply with a boycott request regardless of the form in which it is received.

Niger offers U.S. businessmen few chances for trade, investment

Progress is slow, austerity budgets forecast until 1970's; investment risks, trade restrictions limit U.S. activity

The opportunities for U.S. investment in and trade with Niger are not many, according to the annual Economic Trends Report by the U.S. Embassy in Niamey.

Niger offers few attractions to American investors for the time being, at least. A few possibilities may develop in the transformation of agricultural products. A U.S. AID-financed study group is currently exploring them for the Entente Guarantee Fund, a five nation regional organization which includes Niger, Upper Volta, Dahomey, Togo and Ivory Coast.

A survey of meat processing prospects was made in 1967 by an American firm; it concluded that investment risks are still too great to attract American investors in view of the lack of regional organization of cattle marketing and infrastructure problems.

The chances of increasing U.S.-Niger trade are slight. In terms of exports, Niger's agricultural products hold no interest—peanuts are even in competition with American soya bean oil. Leather goods and local artifacts appear to be the only items at present which might be added to the sheep and goat skin exports to the United States if their quality and regular production could be assured. For imports, Niger's trade restrictions, small consumer market, and established consumer tastes for franc zone goods provide little opportunity for the United States to increase significantly its percentage of the total.

Landlocked, with few natural resources and unusually difficult climatic conditions, Niger faces enormous problems in achieving sustained economic growth. In 1964, the last year that national income account estimates have been made, Gross National Product at market prices amounted to $265 million ($82 per capita) and the rate of increase was only 1%. Growth appears to have remained low since then although diesel and electricity consumption increases may be indicative of a small speedup in 1967.

Niger's economy is suffering from overdependence on peanuts, its principal crop and export, because of the loss in 1967 of the special French purchase price, a low price on the world vegetable oils market where competition from soya bean and colza oil is stiff, and a continued need to subsidize production costs. On the remaining cultivated land, farmers grow beans and manioc and new crops have been introduced such as rice, sugar cane, cotton, and vegetables; these presently amount to only a tiny portion of total agricultural production.

A large percentage of Niger's estimated seven million head of cattle, sheep, donkeys and camels go unsold because of the traditional prestige attributed by the nomads to holding big herds. Still, livestock represents an important part of the commercialized agriculture sector and is Niger's second most important export. Little information is available on livestock sales in Niger and export figures are understated since much of the livestock is taken clandestinely over the borders to be sold.

At this point Niger has only begun to tackle the problems of developing adequate water resources, shifting from hand to animal or machine cultivation, building storage facilities, and making numerous other improvements and changes that are essential before the agriculture sector can move out of its present predominantly subsistence level.

Industrialization limited

Annual industrial production figures do not yet exist, but industry is estimated to contribute no more than 5% of the Gross National Product. Creation of new industries has been slow in the last few years. Half of the existing industries are concerned with building and public works. Other industrial installations include a cement plant (by far the most important industrial investment in Niger to date), a brick plant, some agricultural processing plants, and a few very small light industries producing candy, soap, tiles, metal furniture, and plastic shoes and utensils.

Only ten industries (mostly construction and agricultural processing) have an annual turnover of $1 million or more; most industries have fewer than 30 employees. The only mining in Niger is tin; about 80,000 metric tons a year are extracted by hand and sent to Nigeria for processing.

A liberal investment code has not succeeded in attracting much foreign private capital because of numerous other obstacles: long distances from ocean ports, high transport costs and few domestic infrastructural facilities (no railroads and only some 300 miles of paved road), high import taxes, a small and scattered market, low per capita income, some of the most expensive power rates in the world and little trained manpower. Most industries are thus "mixed economy" enterprises whose stocks are held by the Niger Government, foreign participants (principally French or Lebanese) and a few local investors.

A marked business recession has occured in 1968 in the commercial, small construction and road transport sectors. This recession, which has particularly affected south central and eastern Niger,

INCREASED CONSUMPTION OF ELECTRICITY in 1967 may indicate a small speedup in Niger's economy, but the overall outlook remains cloudy. Below, central power station at Niamey, the capital.

has been caused by several developments: peasant purchasing power has been reduced by a drop in the price paid for peanuts and by the loss of old patterns of trade in cattle and textiles owing to the civil war in Nigeria. In addition, reduced peanut exports in 1968 have hurt the trucking industry, there is sales competition from Nigerian merchants who come across the border seeking the stronger Niger currency, and there has been a slowdown in all but large construction projects.

Some trade imbalance

Niger's annual trade imbalance averaged $12.5 million from 1964 through 1966, the latest years figures are available. This imbalance is not considered serious. So much smuggling still exists along the extensive, unpatrolled borders that official figures are not even reflective of total trade, particularly exports. Some statisticians estimate that Niger's trade might, in fact, almost balance if all cattle exports could be shown.

Recorded exports in 1966 amounted to $35 million and consisted 72% of peanuts and related products, 13% of livestock and related products and 15% of miscellaneous agricultural production such as cotton, beans and onions.

Almost 25% of the $45 million imports in 1966 was textiles. Other major import items include food and drink products, industrial goods, vehicles, petroleum products and consumer goods. France purchased and supplied a little over half of the total of this trade.

Despite severe austerity measures for a number of years, Niger's operating budgets are beginning to show deficits because of stagnation in revenue sources and ever increasing operating costs. The 1968 budget was honed down to the same 1967 level of $39 million but the economic recession already threatens to cut into estimated revenue.

For development financing, Niger depends largely on foreign aid. France and the European Economic Community are the most important aid donors each providing during the past few years $5-6 million annually in grant aid.

Savings were estimated at 13% of the Gross National Product in 1964. No evidence is available at the moment to suggest that the percentage has increased significantly in recent years.

Short term credit, most of it for the sale of the peanut crop and the commercial houses, has risen slowly in a yearly pattern of sharp rises and descents corresponding to the agricultural sales season. There is little medium term credit; long term credit is almost nonexistent since few applicants have projects that are sufficiently profitable or have adequate guarantees.

The amount of money in circulation has been slowly rising.

The U.S. business presence is barely noticeable in Niger. The *Banque Internationale pour l'Afrique Occidentale* (BIAO) is 49% American owned and there are a few Texaco and Mobil service stations. Two or three of the import houses sell American farm and construction equipment, air conditioners, refrigerators and boat motors but the amount is minimal.

The U.S. buys about $150,000 a year worth of Niger's sheep and goat skins. Niger's imports from the United States in 1966 amounted to $1.7 million and included millet, second hand clothing, air conditioners, trucks, and petroleum products, most of which were imported in connection with U.S. aid projects.

U.S. goods handicapped

Imports into Niger from the United States are subject to two disadvantages in comparison to those from franc zone countries or from EEC countries benefiting from the provisions of the Yaounde Convention: a non-franc zone import quota that is set each year by a Franco-Nigerian Committee, and higher import duties. Additional hinderances are Niger's shortage of non-franc foreign exchange (exchange controls were reinstituted June 1, 1968) and established consumer tastes for franc zone products.

Because of the staggering problems in trying to diversify the agricultural economy, Niger cannot help but rely on peanuts as the main export crop for at least the next few years. Cattle exports to coastal markets offer the best development prospects but much remains to be done in assuring quantity and quality, changing traditional attitudes, providing sufficient water holes, developing ranches and creating markets and abbatoirs. The export of fresh vegetables and fruits to Europe during the winter season and of rice and onions to African coastal markets also offers good development possibilities.

Two large industrial projects to be financed principally by French capital are planned for the future, a $5 million textile mill in the capital to be completed in 1969 and a $14 million uranium pilot processing plant in the remote Air Mountains of central Niger scheduled to begin production in 1970. Great hope is put in uranium development both in terms of revenue and improvement of the economic infrastructure.

Investment and amortization payments will be a heavy drain, however, probably throughout most of the 1970's; and the Niger Government calculates no more than $5 million in additional revenue from uranium mining in 1975.

Other small industries planned for the coming years are a bottling plant, a tannery, a dairy, a sugar mill, a dried onion plant and a match factory. An experimental millet flour mill already in operation in eastern Niger (the first of its kind) could have important consequences in commercializing the millet crop, but the problem of producing the flour cheap enough for peasants to afford remains to be solved.

Because peanut exports will be less in value than in the past (for 1968 they will also be less in quantity) and imports show no sign of diminishing, Niger's trade imbalance, and in turn its balance of payments, may become a more serious problem.

Difficult financing ahead

Austerity budgets are forecast for Niger until the 1970's, when added revenue becomes available from new industrialization projects. For development, Niger must continue to rely heavily on its two principal foreign aid sources, France and the Common Market's *Fonds Europeen de Developpement* (FED). Press reports in Niamey and Paris indicate, however, that French aid commitments may be stretched out in the next few years and new ones held down as long as economic difficulties at home persist. Continuation of FED aid depends on the renewal of the Yaounde Convention arrangements when they expire in 1969.

Agriculture is mainstay

The agricultural sector, containing 97% of Niger's 3.5 million population, is the mainstay of the Nigerian economy. The traditional crops of millet and sorghum are grown on an estimated 83% of total cultivated land but most of these grains are consumed by the tiller or bartered rather than sold on the market.

Peanuts, although grown on only 12% of total cultivated land, are Niger's principal commercial agricultural crop and principal export. Niger has made considerable progress in lowering the cost of peanut production and in doubling the amount sold from 92,000 metric tons in 1963 to 183,000 tons in 1968.

French, British, Danish and Finnish firms offer U.S. companies varied products

Foreign manufacturers want production, distribution of their items which include highway barrier, sauna heater, and rope coating

Manufacturers in Denmark, Finland, Great Britain and France are seeking U.S. licensees to produce and distribute their products for the U.S. market.

Products offered are glucose, protective coatings for rope and twine, electric sauna heater, folding wooden box, and a flexible highway barrier.

For additional details and the name and address of the firm write the Office of International Investment, code 874, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, referring to the appropriate file number assigned each opportunity listed below.

A Danish firm is offering to U.S. manufacturers a continuous glucose manufacturing process under a licensee agreement.

Various patents cover the process the most important component of which is the continuous conversion (hydrolization) of starch into glucose. A starch slurry—about 40% dry substance—is conveyed under high pressure and pulsations through a continuous converter by means of a special hydraulically operated diaphragm pump. The entire reaction time amounts to only a few minutes, and in the first phase the starch slurry is heated continuously through the gelatinizing temperature up to reaction temperature by means of heat exchangers of special design. Either acid or enzymes can be used as catalyst, depending on the final product.

Compared with conventional or competitive methods such as the batch process, the process of this Danish firm may offer substantial advantages in quality of product and production costs. **File 1641.**

A Danish firm is offering for licensing in the U.S. a process for impregnating synthetic fibers, especially fish netting and rope, against abrasion, knot slippage, saltwater deterioration, and sun degradation.

The process, which is applicable to rope, twine, net and fishing gear, involves vacuum impregnation. The company states that this form of impregnation offers a higher and longer lasting protection than the conventional method of soaking the product in copper naphthanate or bitumen. The finish is non-tacky and smooth, and the process enables the manufacturer to deliver his product in different colors, simply by adding dyestuff to the impregnation liquid. **File 1642.**

A Finnish manufacturer of household appliances is seeking a U.S. firm to produce its electric sauna heater.

The heater has an outer casing made of double porcelain enamelled steel plate, inner parts and upper part made of stainless steel, and the extreme upper part is made of porcelain enamelled cast iron.

The heating elements, placed immediately beneath the stone bin, are embedded in sheath made of high quality heat and corrosion-proof chrome nickel steel.

The manufacturer was awarded a Gold Medal for the sauna heater at the International Inventors Exhibition in New York in 1967. A patent number on the product has been issued in the U.S. **File 1643.**

A container and pallet manufacturer in Great Britain is offering to any interested U.S. firm its patented one-piece folding wooden box.

The box, made of plywood or hardboard, is riveted and stitched in such a way that the box is delivered to the user in one piece, but flat so that it occupies a minimum of space. Preparing the box for packing is a simple procedure which does not require a hammer. Should the user want the box returned after unpacking, one can simply push the bottom from the inside, and the box is again flat and ready for return. **File 1644.**

A French inventor is offering for licensee manufacture in the U.S. a flexible highway barrier.

This barrier, designed to absorb the impact energy of a vehicle at various speeds, can be used in outer or center highway strips. The barrier is basically of concrete construction with certain integral cushions, cables and metal parts. Movable sections may be pre-cast.

Tests are reportedly being conducted by the French Government office responsible for highway construction. Patents have been applied for in France, the U.S., and in other countries. **File 1645.**

Dutch firm interested in materials handling, water treatment items

A subsidiary of a major Dutch concern seeks licensing agreements with U.S. companies. The Dutch firm is particularly interested in the production of transportation and materials handling equipment such as containers and traffic and airport equipment; the prefabrication and application of fiber glass, reinforced plastics and aluminum; and the manufacture of water treatment and effluent water purification equipment for the chemical industry.

Currently, the Dutch company produces rolling stock, buses, steel sections for bridges and buildings, equipment for the chemical and petro-chemical industry, fiber glass reinforced polyester products and aluminum windows.

Representatives of the company plan to visit the U.S. in late September or October and would be glad to discuss licensing agreements with firms responding to this announcement.

Write: Netherland Embassy, Scientific Office, 4200 Linnean Avenue, NW., Washington, D.C. 20008.

Vending machine venture proposed by S. Africans

A Johannesburg firm seeks a license to assemble vending machines, utilizing parts manufactured in its own facility where possible, for distribution in southern Africa.

The firm is also interested in importing used vending machines for which replacement parts are still easily obtainable. These would consist of machines that are not obsolete, but have been replaced, because of style changes or advancements in automation.

Write: Mr. Kuper, Chairlite Industries, Ltd., 168 President St., P. O. Box 1641, Johannesburg, South Africa. WTD.

Yugoslav soap and cosmetic firm seeks U.S. license

A leading Yugoslav manufacturer of cosmetic and cleaning preparations seeks a license from a U.S. firm to manufacture the above or related products for Yugoslav and other East European markets.

Write: Zlatorog, Tovarna kozmetike, Maribor/P.O. Box 109, Yugoslavia.

Five British firms want U.S. licenses in industrial fields

Among items desired are auto equipment, packaging technology

Licenses to manufacture various U.S. products are sought by the following British firms:

● A Birmingham company is interested in negotiating licensing arrangements with an experienced U.S. manufacturer to produce heat exchangers and other items relating to its existing product lines.

Present operations of the Birmingham firm center on the manipulation of high pressure pipework involving such operations as stemming, bending, welding and general fabrication and assemblies.

Write: Stewarts and Lloyds, Ltd., Pipework and Engineering Division, Lloyd House, 2 Colmore Circus, Ringway, Birmingham 4, England. WTD.

● This diversified packaging manufacturer seeks U.S. licenses for the U.K. production of packaging from board, paper, plastics and tin.

Subsidiaries currently manufacture corrugated and solid fiberboard, cases, color printing, calendars, advertising material and security printing, decorated tins, plastic bottles and containers, folding cartons and flexible packaging products.

The firm is also interested in supplying the packaging requirements of American companies entering the U.K. market.

Write: Mardon Packaging International Ltd., Temple St., Bristol 1, England. WTD.

● A Leeds company seeks licenses to manufacture products similar to those which it now produces.

According to the firm, a large proportion of its output is currently being exported to EEC, EFTA and Commonwealth countries.

The company's present product line encompasses a wide range of items including hydraulic presses, high pressure pumps, batteries, valves and ship jacks; equipment for nuclear and atomic power stations, railway workshops and shipyards; machinery for clay working, refractory, briquetting, crushing and grinding operations, and other general heavy mechanical engineering equipment.

Write: Henry Berry and Co. Ltd., Croydon Works, Hunslet, Leeds 10, Yorkshire, England. WTD.

● Licenses to produce all types of auxiliary equipment for use in connection with printing, paper and textile machinery and/or processes are sought by a British firm.

Currently, the company makes precision, general and electronic engineering products, anti-static devices, circulating water levels, press washers and invisible hinges. It already has licensing agreements with several U.S. firms.

Write: N. V. Tools Ltd., St. James Rd., Brentwood, Essex, England. WTD.

● A British manufacturer of gas turbine engines and components, gears, axles, transmissions and brakes, boilers, castings, and dump trucks seeks licenses to make related products compatible to its skills and facilities.

The firm's current product range includes gas turbine generator sets capable of producing up to 500 kilowatts; gas turbine components, particularly compressor and turbine blades; heavy duty gear transmissions and axles; fork lift trucks and commercial vehicle transmissions; boilers from 1 million to 20 million BTU/hr. for hot water and steam; and dump trucks of 8 and 20 cubic yard capacity. The company has a modern plant covering a 27,000 sq. ft. area and employs about 2,000.

Write: Centrax Limited, Shaldon Road, Newton Abbot, Devonshire, England. WTD.

Proposals invited by Ghana Government to manage hotel

The Government of Ghana is seeking proposals from competent U.S. hotel management firms to participate in the operation of the Hotel Meridian. This modern ten story, 180 room hotel, which has been completed recently, is located just outside of Accra near the Port of Tema.

Write: The Counselor (Economic Section), Embassy of Ghana, 2460 16th Street, N.W., Washington, D.C. 20009.

French firm wants to make automotive body parts

Licenses to manufacture parts for the automotive industry, particularly body parts, are sought by one of France's largest producers of paint spraying equipment and other apparatus related to the paint industry. The firm is also interested in purchasing aluminum and stainless steel shape bending and polishing equipment.

The French concern, which also makes air compressors and aluminum and stainless steel shapes for the automotive industry, employs around 700 and reports annual sales of $10 million.

Write: S. K. M.-Kremlin, Viralu Division, 150 Avenue de Stalingrad, 93-Stains, Paris, France. WTD.

Dutch firm seeks U.S. ties to make industrial equipment

A license or joint venture to manufacture fire-resistant industrial, electronic, process control, and safety equipment for the petrochemical industry is sought by a Dutch firm. The company is also interested in the production of electronic traffic control equipment. It seeks exclusive sales for the distribution of these products at least for the Netherlands and for the entire western European and Middle East markets if possible.

Currently, the company makes traffic control equipment, electric switchgear and non-current carrying devices for the chemical and oil industries.

The firm has extensive production facilities and a staff of qualified mechanical, electrical and electronic engineers. It employs about 450 and operates four plants.

A representative of the firm plans to visit the United States in October and would be glad to discuss licensing agreements with firms responding to this announcement.

Write: Mr. P. J. Zondervan, General Manager, N. V. Fabriek en Handelsbureau "Nederland," 22 Donkere Spaarne, Haarlem, The Netherlands. WTD.

Pakistan food products firm wants joint venture, license

A leading Pakistan producer of biscuits, hard candies, toffees, chewing gum and related products seeks a joint venture with a large well established U.S. manufacturer of similar products.

The firm is looking for a collaboration for the supply of machinery and equipment and/or a license for the manufacture of food products: flour, all sorts of bread, biscuits, confectionery, toffees, chocolates and chewing gum.

Write: Mr. A. Habib Ahmed, Director, Union Industries, B-46 Estate Avenue, S.I.T.E., Karachi, Pakistan.

Singapore announces large sewerage project

The Public Works Department of the Republic of Singapore invites bids on the following projects:

- Supply of 8,800 ft. of 39-in. internal diameter pipe and 9,100 ft. of 42-in. pipe, both with sulphate resisting cement concrete lining, bitumen coated and wrapped; also bends, tees and special units with small quantity 27-in. and 30-in. steel pipe. Bid deadline is Sept. 16.
- Laying of main sewers to include 1,800 ft. 33-in., 600 ft. 27-in. pipe, 900 ft. 24-in., 2000 ft. 21-in., and 1700 ft. each of 18-in. and 12-in. pipe, all reinforced concrete; also 37 manholes and ancillary works. Bid deadline is Sept. 20.
- Sewage pumping stations, electrical substation, 39-in. and 42-in. concrete-lined steel pressure mains, and 60-in. PVC-lined reinforced concrete sewer. The bid deadline is Sept. 27.

The project is part of a $20 million sewerage development system to be undertaken over the next five years, and is financed in part by a $6 million loan recently approved by the World Bank. The facilities to be constructed will serve urban renewal areas, new and existing housing developments, and the Jurong Industrial Estate, besides expanding and improving treatment plant and miscellaneous extensions.

The bid-letting agency is: Director of Public Works, Public Works Dept., Peti Surat No. 3009, High St., Singapore 6, Republic of Singapore (Cable: "Works Singapore").

Persons or companies either within Singapore or overseas who are not registered as Public Works Department Contractors will be permitted to tender as "Specially Registered Contractors." Copies of a sheet outlining procedures for qualifying as a "Specially Registered Contractor" are available from the Construction and Building Materials Division, BDSA-564, U.S. Department of Commerce, Washington, D. C. 20230. Additional information may be obtained from the Senior Quantity Surveyor, Public Works Dept., High St., Singapore 6, Republic of Singapore.

Tanzania seeks bids for highway construction

The Government of Tanzania seeks contractors to prequalify to bid on the construction of a section of the Tan-Zam Highway (142 miles in length, connecting Makenze and Morogoro).

The project will be divided into two equal length contracts. Tenders may be submitted for one or a combination of two contracts under international competitive bidding in accordance with agreement with the International Development Association.

Interested contractors should apply to Sir Alexander Gibb & Partners, Box 30020, Nairobi, Kenya, for "Prequalification Statement Forms". The deadline for submission of completed forms is Sept. 19.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-618, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

149 Nonmetallic minerals

NETHERLANDS—Abalone shells, direct purchase from seafood canners who wish to sell shells. A. Bottinga v/h Fa. A. Koppels & Co. N.V. (importer, exporter), 330 Keizersgracht, Amsterdam. WTD 8/68.

213 Tobacco, snuff

AFGHANISTAN—Pipe tobacco. Requests c.i.f. Karachi prices. Aziz Supermarket (importer, exporter, retailer), Zarghoona Maidan, Kabul. WTD 6/67.

220 Textile mill products

NETHERLANDS—Home furnishing textiles for upholstering, draperies, curtains; blankets. Direct purchase and exclusive agency. Lethem Bros. & Mellin N.V. (importer, wholesaler, sales agent), 48-50 N.Z. Voorburgwal, Amsterdam. Attention: Mr. P. R. Moenking. WTD in preparation.

222 Broad woven, fabric mills, manmade fiber, silk

ETHIOPIA—Upholstery fabrics, manmade fiber, silk. Prices c.i.f. Djibouti, terms desired. Direct purchase and exclusive agency. Domestic and Foreign Trade Enterprise (commission agent), P.O. Box 551, Addis Ababa. WTD 6/68.

224 Narrow fabrics, other smallwares mills

AFGHANISTAN—Rayon fabrics. Jai Singh Brothers Company Limited (importer, exporter, wholesaler), Serai Hazargul, Kabul. WTD 5/68.

227 Floor covering mills, products

NETHERLANDS—Home furnishings such as woven carpets, rugs; tufted carpets, rugs; mats; wall-to-wall carpets. Direct purchase and exclusive agency. Lethem Bros. & Mellin N.V. (importer, wholesaler, sales agent), 48-50 N.Z. Voorburgwal, Amsterdam. Attention: Mr. P. R. Moenking. WTD in preparation.

228 Yarn, thread mills, products

AFGHANISTAN—Knitting wool yarn of different colors for making jackets, sweaters. Requests prices c.i.f. Karachi, insurance up to Kabul. Rahimi Store (importer, exporter), Jade Nadir Pashtoon, Kabul. WTD 8/68.

231 Men's, youths', boys' suits, coats, overcoats

SWITZERLAND—Men's, boys' sport clothing. Direct purchase and agency. Intersport Schweiz (purchasing agency), Gerbestrasse 2, 3072 Ostermundigen-Bern. WTD in preparation.

232 Men's, youths', boys' furnishings, work clothing

AFGHANISTAN—Neckties. Abdullah Jaji (importer, wholesaler), Serai Hazargul, Kabul. WTD 6/68.

Men's, youths' dress shirts. Hamidzadeh Store (importer, wholesaler, retailer), Zarghoona Maidan, Kabul. WTD 6/67.

233 Women's, misses', juniors' outerwear

SWITZERLAND—Women's, girls' sport clothing. Direct purchase and agency. Intersport Schweiz (purchasing agency), Gerbestrasse 2, 3072 Ostermundigen-Bern. WTD in preparation.

239 Fabricated textile products

AFGHANISTAN—Plastic table cloths in a variety of colors, designs. Jai Singh Brothers Company Limited (importer, exporter, wholesaler), Serai Hazargul, Kabul. WTD 5/68.

242 Sawmills, planing mills

SWEDEN—Rough Carolina pine, clean three sides, 1⅛ x 4", 1⅛ x 4½", minimum length 8 feet; total 30,000 cubic feet, deliveries to start end 1968; 3,000 cubic feet per month. Handelsfirman Suecia-Wood (agent, distributor), Arkaden 2, S-411 07 Göteborg C. WTD 8/68.

253 Public building furniture

ETHIOPIA—Spring units for seats. Price c.i.f. Djibouti, terms desired. Direct purchase and exclusive agency. Domestic and Foreign Trade Enterprise (commission agent), P.O. Box 551, Addis Ababa. WTD 6/68.

262 Paper mills, products

ENGLAND—Paper, suitable for manufacture of disposable clothing. Agency and direct purchase. Topique Casuals Limited (manufacturer), 95 Mortimer St., London, W.1. WTD 8/68.

264 Converted paper, paperboard products

ENGLAND—Finished garments made of disposable paper. Agency and direct purchase with view to manufacturing under license at later date. Topique Casuals Limited (manufacturer), 95 Mortimer St., London, W.1. WTD 8/68.

GERMANY—Wrapping material. Ott & Sohn (manufacturer, distributor), 6053 Obertshausen, Ostendstr. 8-20. WTD 8/68.

NETHERLANDS—Office supplies, stationery. Direct purchase and exclusive representation for Netherlands, other West European countries. South West Agencies (importer, sales agent), 3 Noolseweg, Laren. WTD 2/67.

SWITZERLAND—Pressure sensitive tapes, binding tapes, artificial leather backing tapes. Direct purchase and agency. SIGA Sieber-Gadient (manufacturer, distributor), Fluhmattweg 10, 6002 Luzern. WTD 8/68.

265 Paperboard containers, boxes

NETHERLANDS—Disposable reinforced multiwall paper containers; strength must be at least one ton. Direct purchase and exclusive representations for Benelux countries. Van Esso's Zakkenhandel N.V. (manufacturer, importer, exporter), 4 Eendrachtstraat, P.O. Box 42, Meppel. WTD 8/68.

281 Industrial chemicals

BRAZIL—Silver nitrate. I.B.F. Industria Brasileira de Filmes S.A. (importer), Rua da Quitanda, 3-7° andar, salas 701/703, Rio de Janeiro—GB—ZC—00. WTD 5/68.

SWEDEN—Activated carbon for filtering medium for kitchen ventilators. Kockums Jernverksaktiebolag (manufacturer), S-373 00 Kallinge. WTD 8/68.

● **TURKEY**—Ammonium sulfate, 110,000 metric tons, not less than 21% nitrogen, white crystalline texture, maximum 0.3% free acids and 0.5% moisture. Calcium ammonium nitrate 40,000 tons, not less than 26% nitrogen, maximum 1% moisture, granulated. Both items to be packed in jute bags, 100 kilogram net, bag weight not less than 1,100 grams. Bid deadline Sept. 16. Union of Agricultural Credit Cooperative (Tarimi Kredi Kooperatifleri Yardimlasma Birligi Tesisi), Bankalar Caddesi, No. 41, Ankara.★ Telephone 202-967-3465.

● Diammonium phosphate, 11,000 metric tons, minimum 15% nitrogen and 46% P_2O_5. Water soluble P_2O_5 content 90%. Maximum moisture 2%, light grey color, granular—minimum 1 mm., maximum 5 mm. To be packed in 50 or 100 kilogram jute bags. Bid deadline Sept. 12. Urea, 20,000 tons, granulated, moisture 2% maximum, packed in 50 or 100 kilogram polyethylene lined jute bags. Ammonium sulfate, 250,000 tons, maximum 21% nitrogen, maximum 0.3% free acids and 0.5% moisture. Packed in 100 kilogram net jute bags, bag weight not less than 1,100 grams. Calcium ammonium nitrate, 20,000 tons, minimum 26% nitrogen, 1% moisture, granulated white texture, packed in polyethylene lined jute bags 100 kilograms net. Bid deadline on last three items Sept. 23. Agricultural Equipment Association (Turktye Zirai Donatim Kurumu), Diskapi, Ankara.★ Telephone 202-967-3465.

282 Synthetic materials

SWEDEN—Plastic materials resistant to steam, boiling liquids, to coat edges of enameled cookware. Kockums Jernverksaktiebolag (manufacturer), S-373 00 Kallinge. WTD 8/68.

283 Drugs

GERMANY—Infusion solutions, similar pharmaceutical preparations for hospitals. Dr. E. Fresenius, Chem. Pharm. Industrie K.G. (manufacturer, distributor), 6380 Bad Homburg, Glueckssteinweg 5. WTD 6/68.

● **TUNISIA**—The Pharmacie Central de Tunisie, Avenue Charles Nicolle, 51, El Menzah, Tunis, has issued an invitation for bids for the supply of drugs and pharmaceuticals. This invitation, bearing the reference NH/SB/PCT/No. 15892/Achats, calls for bids on over 260 items, including chlortetracycline IV, 100 mg., 20,000; chlortetracycline, ophthalmic ointment 25 mg., 15,000 tubes; levoglutamine tablets 40 mg., 360,000; bipenicillin 500,000 IU, 500,000 vials; bipenicillin 1,000,000 IU, 1,000,000 vials; oxacillin 1 gm. injectable, 20,000 ampoules; novobiocine tablets 250 mg., 50,000; prednisone tablets 1 mg., 160,000; prednisone tablets 5 mg., 3,125,000; cortisone tablets 25 mg., 4,000; dextran injectable solution 6%, 3,000,000 ml.; digitaline tablets 0.1, 300,000; D. tubocurarine 3 mg., 20,000 ml.; benzathine penicillin 600,000 U., 50,000 vials; benzathine penicillin 120,000 U, 40,000 vials; thyroid extract 5 cg., 20,000; cyclophosphamide 200 mg., 10,000 ampoules; flagyl tablets 250 mg., 25,000; nitrofurantoin tablets 50 mg., 9,750; haloperidol drops 2%, 127,500 cc.; protamine zinc insulin 40 U, 200,000 ml.; isuprel 1 ml. 750 ml.; penicillin sodium G 500,000 U, 500,000 vials; and penicillin sodium G 1,000,000 U, 2,250,000 vials. The bid deadline is Oct. 15. Copies of this tender are available from the Chemicals Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202 967-2239).

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

AFGHANISTAN—Cosmetics. Requests c.i.f. Karachi prices, insurance up to Kabul. Shiv Nandan & Co. (importer, exporter, wholesaler, agent), P.O. Box No. 466, Kabul, WTD 8/68.

Cosmetics, toilet soaps. Hamidzadeh Store (importer, wholesaler, retailer), Zarghoona Maidan, Kabul. WTD 6/67.

SOUTH AFRICA—Perfumes, toilet water, colognes; pre-shave, aftershave preparations; cleansing, foundation, lubricating creams; suntan, cleansing, hand lotions; lip preparations, rouges, eyepreparations; bath salts, bath oils, bubble bath. Intertrado (Pty.) Ltd. (importing distributor), P.O. Box 480, Cape Town, Cape Province. WTD 2/68.

SWEDEN—Chemicals for treating large oil spill, at sea, on land. Agency and direct purchase. H. H. Kristensen AB (agent, wholesaler), Djurgardsgatan 9, S-414 62 Goteborg V. WTD 8/68.

289 Chemical products

FRANCE—Anti-freeze, radiator cleaners, other chemical products used for automobile maintenance. Direct purchase and agency. Cidape (importing wholesaler), 8, Rue Martin Bucer, 67 Strasbourg. WTD 2/67.

SWEDEN—Chemicals for metal surface treatment. Direct purchase and agency. AB Ytmetoder (manufacturer, agent, exporter), Box 26, S-184 00 Akersberga. WTD 7/67.

291 Petroleum refining

AFGHANISTAN—Lubricating oils for cars, heavy duty trucks. Requests c.i.f. Karachi prices, insurance up to Kabul. Shiv Nandan

& Company (importer, exporter, wholesaler, agent), P.O. Box No. 466, Kabul. WTD 8/68.

299 Products of petroleum, coal

WEST GERMANY—All kinds of special oils used in metal cutting, drilling, drawing, other types of processing. Direct purchase and agency. OSMIROL Mineraloelgesellschaft E. Schmidt & Co. (wholesaler, exporter), 14 A Adolfstrasse, 45 Osnabrueck. WTD 5/68.

301 Tires, tubes

AFGHANISTAN—Truck tires and tubes. Inayat Trading House (importer, wholesaler, agent), Jalad Building, Jade Nadir Pashtoon No. 1, Kabul. WTD 12/67.

306 Fabricated rubber products

SOUTH AFRICA—Life saving equipment. Direct purchase and agency. Teescape (S.A.) (Pty.) Ltd. (importing distributor), 40 Bree Street, Cape Town. WTD in preparation.

307 Plastics products

ETHIOPIA—Synthetic wood. Prices c.i.f. Djibouti, terms desired. Direct purchase and exclusive agency. Domestic and Foreign Trade Enterprise (commission agent), P.O. Box 551, Addis Ababa. WTD 6/68.

GERMANY—Protective plastic helmets, with and without ear protectors. Requests price quotations c.i.f. Hamburg or Bremen. Dr. Kurt Korsing (importer, wholesaler), 9 Bruesseler Platz, 5 Koeln a. Rh. WTD 1/68.

NETHERLANDS—Disposable heavy-duty containers made of nylon fibers. Direct purchase and exclusive representations for Benelux countries. Van Esso's Zakkenhandel N.V. (manufacturer, importer, exporter), 4 Eendrachtstraat, P.O. Box 42, Meppel. WTD 8/68.

Plastic household goods such as dinnerware, tableware and kitchenware, decorative plastic products, plastic florist's supplies and novelties. Direct purchase and exclusive representation for Netherlands, other West European countries. South West Agencies (importer, sales agent), 3 Noolseweg, Laren. WTD 2/67.

311 Leather tanning, finishing

ETHIOPIA—Upholstery leather. Price c.i.f. Djibouti, terms desired. Direct purchase and exclusive agency. Domestic and Foreign Trade Enterprise (commission agent), P.O. Box 551, Addis Ababa. WTD 6/68.

NETHERLANDS—Tanned shoe leathers, dry and blue chromesplits. Not interested in other products related to foot, leatherware industries. Leder-en Fourniturenhandel Amazis N.V. (importer, wholesaler, exporter, agent), 44 Telegraafstraat, P.O. Box 98, Tilburg. WTD 8/68.

313 Boot, shoe cut stock, findings

NETHERLANDS—Leather accessories, components for footwear industry such as linings, insolings, solings, uppers. Not interested in other products related to foot, leatherware industries. Leder-en Fourniturenhandel Amazis N.V. (importer, wholesaler, exporter, agent), 44 Telegraafstraat, or P.O. Box 98, Tilburg. WTD 8/68.

319 Leather goods

GERMANY—Protective leather helmets, with and without ear protectors. Requests price quotations c.i.f. Hamburg or Bremen. Dr. Kurt Korsing (importer, wholesaler), 9 Bruesseler Platz, 5 Koeln a. Rh. WTD 1/68.

322 Glass, glassware

BRAZIL—Ophthalmic blanks, bifocal blanks. Egon Wolff Otica S.A. "EWOSA" (importer, wholesaler), Rua da Alfandega, 98-5° andar, Caixa Postal 4168, ZC-05, Rio de Janeiro, GB. WTD 6/68.

325 Structural clay products

NETHERLANDS—Ceramic tile specialties. CIBOMA N.V. Centrale Inkoop van Bouwmaterialen (agent, importer, exporter), 69 Hobbemastraat, Amersfoort. WTD 8/68.

331 Steel mill products

ETHIOPIA—Nails (steel) for use in upholstered furniture. Prices c.i.f. Djibouti, terms desired. Direct purchase and exclusive agency. Domestic and Foreign Trade Enterprise (commission agency), P.O. Box 551, Addis Ababa. WTD 6/68.

VENEZUELA—Steel sheeting in painted rolls of 200 pounds each or more, total 50,000 pounds; sheets measuring 7" wide with 0'019 thickness and 5½ by 0'017. Requests replies in Spanish. Antonio Cortes Cazalla (manufacturer), Edificio Cortes, Calle Silva No. 98-6, Cruce Avenida Boyaca, Valencia, Estado Carabobo. WTD 4/68.

342 Cutlery, hand tools, general hardware

AFGHANISTAN—Razor blades. Jai Singh Brothers Company Limited (importer, exporter, wholesaler), Serai Hazargul, Kabul. WTD 5/68.

Door locks, hinges, handles, bolts. Abdullah Jaji (importer, wholesaler), Serai Hazargul, Kabul. WTD 6/68.

SOUTH AFRICA—Marine hardware, engineering tools and hardware. Direct purchase and agency. Teescape (S.A.) (Pty.) Ltd. (importing distributor), 40 Bree St., Cape Town. WTD in preparation.

343 Heating apparatus, plumbing fixtures

SWEDEN—Plumbing supplies. Direct purchase and agency. Robota AB, Ingeniorsfirma (agent, distributor, exporter, importer), 85 Artillerigatan, S-115 30 Stockholm. WTD 8/68.

345 Screw machine products

NETHERLANDS—Screws and nuts with standard American thread such as slotted and Phillips recessed hex screws, hex socket headed and button headed cap screws, headless slotted and headless hex slotted set screws, self-tapping screws, sems screws, posidriv lock screws, lock nuts, nuts with nylon insert, dowel pins, sealing fasteners and similar standard fasteners. Direct purchase or exclusive representations for Benelux countries, France, Germany. Suilen Handelsonderneming (distributor, importer, exporter), 65 Kernkampplantsoen, Utrecht. WTD 8/68.

NETHERLANDS—Newly developed fastening devices for use in aluminum, steel or concrete walls, roofs. Direct purchase and exclusive representation for Netherlands, other W. European countries. Bumex N.V. (importer, wholesaler), 47 Energiestraat, Naarden. WTD 10/67.

346 Metal stampings

GERMANY—Protective steel helmets, with and without ear protectors. Requests price quotations c.i.f. Hamburg or Bremen. Dr. Kurt Korsing (importer, wholesaler), 9 Bruesseler Platz, 5 Koeln a. Rh. WTD 1/68.

353 Construction, mining, materials handling machinery, equipment

AFGHANISTAN—Rugged deep-well diesel powered drilling rigs. Herat Alliance Company (land development corporation), Serai Mohmand, Share Nau, Herat. WTD 2/68.

Concrete mixers. Construction Joint Stock Co. (importer, construction, work), Shahr-i-Nau, Kabul. WTD 5/68.

● **ARGENTINA**—One, 9-ton telescoping crane. Tender No. 2876, bid deadline is Sept. 27. Copies of conditions and complete technical specifications can be obtained for $37.00 (U.S.) from SEGBA, Balcarce 184, Room 443, Buenos Aires.

● **BURMA**—One truck mounted rotary drilling machine completely equipped with all rigs, tools, pipes, bits and accessories for exploration of water wells 4 ins. to 15 ins. diameter to a depth of not less than 600 ft.; and another similar machine for water wells 18 ins. to

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse, Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Lousac-Sogn Bldg. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 20212, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2853.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

36 ins. diameter to a depth of not less than 400 ft. Tender No. E-33(T)PWC/68-69. Bid deadline Sept. 23. Contact Chairman, Public Works Corporation, Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-967-5566).

FRANCE—Self contained loading, unloading equipment for trucks. Direct purchase and agency. Cidape (importing wholesaler), 8, Rue Martin Bucer, 67 Strasbourg. WTD 2/67.

YUGOSLAVIA—Complete equipment for pulverizing non-metallic minerals (dolomite, calcite, feldspar) in micron size (under 10 microns). Minerals are of hardness 3-6 MOS scale. Capacity of equipment 1-1,5 tons per hour. Vardar, Export-Import (importer), Skopje/P.O. Box 552, 02/3-AP. WTD 12/67.

354 Metalworking machinery

AFGHANISTAN—Diesel powered welding machines. 220-240-volt, 450-A. Herat Alliance Company (land development corporation), Serai Mohmand, Share Nau, Herat. WTD 2/68.

FRANCE—Automotive maintenance equipment, especially for diesel trucks, including cleaning equipment for service stations. Direct purchase and agency. Cidape (importing wholesaler), 8 Rue Martin Bucer, 67 Strasbourg. WTD 2/67.

GERMANY—Equipment for inert-gas welding. Requests price quotations c.i.f. Hamburg or Bremen. Dr. Kurt Korsing (importer, wholesaler), 9 Bruesseler Platz, 5 Cologne. WTD 1/68.

SWEDEN—New and advanced tools, machinery. Direct purchase and agency. Robota AB, Ingeniorsfirma (agent, distributor, exporter, importer), 85 Artillerigatan, S-115 30 Stockholm. WTD 8/68.

THAILAND—Second hand lathes, shaping machines, grinding machines, milling machines. Direct purchase and agency. Sino Thai Limited Partnership (importer, distributor), 39 Trok Tonsai, Rama IV Rd., Bangkok. WTD 7/68.

355 Special industry machinery

ETHIOPIA—Combined dough-kneading (daily capacity: 2200 lbs.) and egg-beating machine. Illustrated catalog, terms, conditions requested; price quotation c.i.f. Ethiopian ports. Electric current 220 V., 50 cycles. Atakilt Gabru (retailer), P.O. Box 3246, Addis Ababa. WTD 8/68.

GERMANY—Continuous mixers for chemical, plastics industries. Requests price quotations f.o.b. American ports. Direct purchase and agency. Brabender Technologie (manufacturer, wholesaler, importer, exporter, sales agent), 41 Duisburg, Kulturstrasse 51-55. WTD 8/68.

SOUTH AFRICA—Fish handling and packing machinery. Direct purchase and agency. Teescape (S.A.) (Pty.) Ltd. (importing distributor), 40 Bree St., Cape Town. WTD in preparation.

THAILAND—Transparent cellulose film plant, capacity 6-7 tons/days, one shift, both ordinary and moisture-proof types. End use for overwrapping bottles, candy and food packages, similar applications. Illustrative brochures, approximate c.i.f. Bangkok price, possible proposal for turn-key operation, including training of key technical personnel, desired. Mr. Suchin Worawongwasu, 49 Chalermket Road 1, Bangkok. WTD in preparation.

356 General industrial machinery

BRAZIL—Ball bearings, needle bearings. SIR-Rolamentos S.A. (importer, wholesaler), Rua Figueira de Melo, 226, Rio de Janeiro, GB-ZC-08. WTD 2/68.

GERMANY—Packaging machines. Ott & Sohn (manufacturer, distributor), 6053 Obertshausen, Ostendstr. 8-20. WTD 8/68.

SWEDEN—Parts, attachments for airless paint sprayers. Agency and direct purchase. Ingenjorsfirman T. Fridhill (manufacturer, agent), Ystadvagen 22, S-214 30 Malmo. WTD 8/68.

SWITZERLAND—Oil free compressors, 1/2 to 100 HP. Direct purchase and agency. Grossenbacher & Co. AG (importer, distributor), Hirschengraben 8, 3000 Bern. Attn: Mr. Peter J. Grossenbacher. WTD in preparation.

VENEZUELA—Oven for paint-baking aluminum sheets for venetian blinds in rolls of 2,500 feet. Requests replies in Spanish. Antonio Cortes Cazalla (manufacturer), Edificio Cortes, Calle Silva No. 98-6, Cruce Avenida Boyaca, Valencia, Estado Carabobo. WTD 4/68.

357 Office, computing, accounting machines

GERMANY—Electronic computers for accounting machines. Requests price quotations c.i.f. Hamburg or Bremen. Requests replies in German. Direct purchase and agency. Matthiesen-Orgatron KG. (retailer, wholesaler), Daten-Technik, 4 Duesseldorf, Postfach 10004. WTD 8/68.

NETHERLANDS—Gummed tape, tape dispensers, moisteners, stapling machines, card punching machines, other small office machinery. Direct purchase and exclusive representation for Netherlands, other West European countries. South West Agencies (importer, sales agent), 3 Noolseweg, Laren. WTD 2/67.

Nailers and staplers for parquet floors. Direct purchase and exclusive representation for Netherlands, other W. European countries. Bumex N.V. (importer, wholesaler), 47 Energiestraat, Naarden. WTD 10/67.

358 Service industry machines

AFGHANISTAN—Air conditioning equipment for offices, residences. Requests prices c.i.f. Karachi, insurance up to Kabul. Shiv Nandan & Company (importer, exporter, wholesale agent), P.O. Box No. 466, Kabul. WTD 8/68.

GREECE—Air conditioners, household, window type. Requests information, prices. Direct purchase and agency. ARALCO Ltd. (importer, commission agent), 20 Vas. Erakliou St., Thessaloniki. WTD 12/67.

SWEDEN—Shirt ironers; drying tumblers; flatwork ironers (warm mangles) for central laundries serving several or single apartment houses. Agency and direct purchase. Osby-Pannan AB (manufacturer, agent, distributor), S-283 00 Osby. WTD 8/68.

361 Electric transmission, distribution equipment

AFGHANISTAN—Electrical measurement instruments. Requests prices c.i.f. Karachi, insurance up to Kabul. Wak Limited (importer, wholesaler), P.O. Box No. 630, Kabul. WTD 8/68.

SWEDEN—Electronic measuring instruments for laboratory, industrial use. Direct purchase and agency. E.A.I. Electronic Associates AB (agent, importer), 14 Hagavagen, S-171 53 Solna. WTD 8/68.

362 Electrical industrial apparatus

FRANCE—Switchgear and switchboard control apparatus for diesel trucks. Direct purchase and agency. Cidape (importing wholesaler), 8 Rue Martin Bucer, 67 Strasbourg. WTD 2/67.

363 Household appliances

IRAN—Refrigerators, mechanical, including freezer combinations. Direct purchase and agency. Mr. Philip Levy, Director, Zeh Co. (importer), 623 Old Shemiran Rd., Tehran. WTD 8/68.

SWEDEN—Dishwashing machines. Agency and direct purchase. Osby-Pannan AB (manufacturer, agent, distributor), S-283 00 Osby. WTD 8/68.

365 Radio, television receiving sets

AFGHANISTAN—Microphones; intercom systems; amplifiers; tape recorders. Requests prices c.i.f. Karachi, insurance up to Kabul. Wak Limited (importer, wholesaler), P.O. Box No. 630, Kabul. WTD 8/68.

Complete set of equipment for pressing 45 rpm, 33 rpm phonograph records. Hamidi Department Stores (retailer), Jade Maiwand, Kabul. WTD 6/68.

366 Communication equipment

AFGHANISTAN—Walkie-talkies. Requests prices c.i.f. Karachi, insurance up to Kabul. Wak Limited (importer, wholesaler), P.O. Box No. 630, Kabul. WTD 8/68.

FRANCE—Mobile and microwave telephone equipment for automobiles. Direct purchase and agency. Cidape (importing wholesaler), 8, Rue Martin Bucer, 67 Strasbourg. WTD 2/67.

● **IRELAND**—Supply, installation and testing of 12-circuit telephone carrier systems. Tender No. I.2001, bid deadline Oct. 17. The Engineer-in-Chief, Contracts Section, Department of Posts and Telegraphs, Hawkin's House, Dublin 2. ★(202-967-4822)

NETHERLANDS—Laser beaming apparatus to make holes in concrete and steel. Direct purchase and exclusive representation for Netherlands, other W. European countries. Bumex N.V. (importer, wholesaler), 47 Energiestraat, Naarden. WTD 10/67.

369 Electrical machinery, equipment, supplies

AFGHANISTAN—Flash-light, radio batteries. Jai Singh Brothers Company Limited (importer, exporter, wholesaler), Serai Hazargul, Kabul. WTD 5/68.

371 Motor vehicles, motor vehicle equipment

AFGHANISTAN—Auto parts, accessories. Requests prices c.i.f. Karachi, insurance up to Kabul. Haji Mohammed Taher (importer, wholesaler, retailer), Jade Maiwand II, Kabul. WTD 6/68.

FRANCE—Parts, accessories for diesel trucks; air conditioners for diesel trucks, other automobiles. Direct purchase and agency. Cidape (importing wholesaler), 8 Rue Martin Bucer, 67 Strasbourg. WTD 2/67.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

SPAIN—Electrical parts, accessories for motor vehicles. M. Garcia Alvarez (importer, distributor), Fernando VI, 10, Madrid (4). WTD 7/68.

Auto parts, accessories. Auto-Repuestos (importer, exporter, distributor), Joaquin Garcia Morato 6, Madrid (10). WTD 7/68.

381 Engineering, laboratory, scientific, research instruments

SOUTH AFRICA—Nautical instruments. Direct purchase and agency. Teescape (S.A.) (Pty.) Ltd. (importing distributor), 40 Bree St., Cape Town. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

GERMANY—Equipment for continuous gravimetric and volumetric batch-weighing; continuous viscosimeters for higher melting viscosities for chemical, plastics industries. Requests price quotations f.o.b. American ports. Direct purchase and agency. Brabender Technologie KG. (manufacturer, wholesaler, importer, exporter, sales agent), 41 Duisburg, Kulturstrasse 51-55. WTD 8/68.

383 Optical instruments, lenses

BRAZIL—Magnifiers. Egon Wolff Otica S.A. "EWOSA" (importer wholesaler), Rua da Alfandega, 98-5° andar, Caixa Postal 4168-ZC-05, Rio de Janeiro-GB. WTD 6/68.

384 Surgical, medical, dental instruments

FRANCE—Dental professional equipment, instruments, supplies. Direct purchase and agency. Requests replies in French or German. Fournitures Dentaires Mostberger & Cie., S.A. (factory agent, retailer), 2a Rue des Mineurs, 67 Strasbourg. WTD 8/68.

GERMANY—Medical apparatus, instruments for hospitals. Dr. E. Fresenius, Chem. pharm. Industrie K.G. (manufacturer, distributor), 6380 Bad Homburg, Glueckssteinweg 5. WTD 6/68.

Workers' ear protectors, respiration equipment. Requests price quotations c.i.f. Hamburg or Bremen. Dr. Kurt Korsing (importer, wholesaler), 9 Bruesseler Platz, 5 Cologne. WTD 1/68.

NETHERLANDS—Medical and surgical instruments, medical disposables, hospital supplies. Direct purchase and agency. N.V. Franken & Itallie, Medische en Chirurgische Instrumentenhandel (distributor, importer, exporter), 56-60 Oude Schans, Amsterdam. WTD 8/68.

385 Ophthalmic goods

BRAZIL—Ophthalmic frames, lenses. Egon Wolff Otica S.A. "EWOSA" (importer, wholesaler), Rua da Alfandega, 98-5° andar, Caixa Postal 4168, ZC-05, Rio de Janeiro, GB. WTD 6/68.

386 Photographic equipment

● **VIET NAM**—Supply of two 70/35 mm. sound film projector systems; one 16 mm. sound film projection system; equipment and accessories; panoramic projection screen; power amplifier; microphone dynamic, etc. Bid deadline Sept. 17. Bidders requested to submit catalog with their offers. Failure to submit catalog shall be cause for rejection of offer. Central Procurement & Supply Authority, P.O. Box H.5, Saigon, Viet Nam.★ (Telephone: 202-967-2939).

394 Toys, amusement, sporting, and athletic goods

SWEDEN—Sporting, athletic goods, especially winter sports equipment. Direct purchase and agency. Mercurius, Sture Ohrberg (agent, importer), 19 Tullgatan, S-852 33 Sundsvall. WTD 8/68.

SWITZERLAND—Games and toys, technical, novelties. Direct purchase and agency. Ets. Francois Lischer (importer, agent), 1 ave. Beaulieu, 1004 Lausanne. WTD in preparation.

Sporting goods, all kinds. Direct purchase and agency. Intersport Schweiz (purchasing agency), Gerbestrasse 2, 3072 Ostermundigen-Bern. WTD in preparation.

395 Pens, pencils, office, artists' materials

AFGHANISTAN—Fountain, ball point pens. Jai Singh Brothers Company Limited (importer, exporter, wholesaler), Serai Hazargul, Kabul. WTD 5/68.

399 Manufacturing industries

AFGHANISTAN—Linoleum floor coverings. Construction Joint Stock Co. (importer, construction work), Shahr-i-Nau, Kabul. WTD 5/68.

508 Machinery equipment, and supplies

TURKEY—Is interested in distribution and marketing agency for street sweeper vacuum cleaning systems, floor maintenance vacuum systems, road construction equipment, welding equipment, and industrial printing equipment. Sinlak Makina Import Eng. Co., 40 Ataturk Caddesi, 105/106 Birsan Han, P.O. Box 158, Izmir, Turkey.

531 Department stores

AFGHANISTAN—Household and kitchen dishes, utensils; plastic goods, floor coverings. Hamidzadeh Store (importer, wholesaler, retailer), Zarghoona Maidan, Kabul. WTD 6/67.

539 General merchandise stores

AFGHANISTAN—Men's, women's, children's, infants' apparel. Requests catalogues, prices c.i.f. Karachi, insurance up to Kabul. Hamidzadeh Store (importer, wholesaler, retailer), Zarghoona Maidan, Kabul. WTD 6/67.

593 Antique, secondhand stores

AFGHANISTAN—Shop-worn and obsolete suits, other clothing. Requests c.i.f. Karachi prices, insurance up to Kabul. Shiv Nandan & Company (importer, exporter, wholesaler, agent), P.O. Box No. 466, Kabul. WTD 8/68.

824 Correspondence, vocational schools

ETHIOPIA—Wishes to contact personal development schools for recorded courses on sales, executive motivation. Brochures, quotations c.i.f. Addis Ababa. Success Motivation Associates (commission agent), P.O. Box 121, Addis Ababa. WTD 4/68.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

019 Miscellaneous agricultures

GUATEMALA—Parakeets, canaries, lovebirds. Requests replies in Spanish. Centro Avicola "La Semilla" (merchant), 6a. Avenida 6-51, Zona 4, Guatemala City. WTD 3/68.

203 Canning, preserving foods

BRAZIL—Walnuts, filberts, almonds (in shell or shelled); dates, raisins, dried figs, fresh and dried chestnuts. Miguel Hidalgo importer, distributor), Rua da Quitanda 20-1° andar, salas 106/7, Caixa Postal 4703-ZC-21, Rio de Janeiro-GB. WTD 7/68.

ETHIOPIA—Groceries. Brochures, quotations c.i.f. Addis Ababa. Commission agency. Success Motivation Associates (commission agent), P.O. Box 121, Addis Ababa. WTD 4/68.

204 Grain mill products

GUATEMALA—Birdseed. Requests replies in Spanish. Centro Avicola "La Semilla" (merchant), 6a. Avenida 6-51, Zona 4, Guatemala City. WTD 3/68.

207 Confectionery

ETHIOPIA—Confectionery, related products. Brochures, quotations c.i.f. Addis Ababa. Commission agency. Success Motivation Associates (commission agent), P.O. Box 121, Addis Ababa. WTD 4/68.

221 Broad woven fabric mills, cotton

NETHERLANDS—Printed cotton fabrics for manufacture of dresses, shirts. Bergtex C.V. (importer, agent), 19 Van Borselenlaan, Bergen (N-H). WTD 8/68.

222 Broad woven fabric mills, manmade fiber, silk

NETHERLANDS—Printed fabrics of manmade fibers for manufacture of dresses, etc. Bergtex C.V. (importer, agent), 19 Van Borselenlaan, Bergen (N-H). WTD 8/68.

239 Fabricated textile products

THAILAND—Canvas, related products made from cotton, nylon, polyester, other industrial fabrics in rolls of 50,000 yards, 36", 42" and 72" widths. c.i.f. Bangkok prices, catalogs requested. Exclusive agency. Nam Hua Seng Enterprises (importer, distributor), 1813-5 New Rd., Yanawa, Bangkok. WTD in preparation.

262 Paper mills, products

PAKISTAN—White typing paper, tub strong,

wove T.S. strong—bank paper, unglazed 8½" x 12½", 36, 38 and 40 grams weight. Ebrahim Kassam and Co. (importer, sales agent, manufacturers' representative), Hajra Mansion, 17 Elphinstone St., Karachi. Attention: Mr. Usman. WTD in preparation.

264 Converted paper, paperboard products

ETHIOPIA—School supplies. Brochures, Quotations c.i.f. Addis Ababa. Commission agency. Success Motivation Associates (commission agent), P.O. Box 121, Addis Ababa. WTD 4/68.

273 Books

ETHIOPIA—School supplies. Brochures, quotations c.i.f. Addis Ababa. Commission agency. Success Motivation Associates (commission agent), P.O. Box 121, Addis Ababa. WTD 4/68.

283 Drugs

GUATEMALA—Veterinary pharmaceutical preparations. Requests replies in Spanish. Centro Avicola "La Semilla" (merchant), 6a. Avenida 6-51, Zona 4, Guatemala City. WTD 3/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

ITALY—Toilet preparations, especially manicure preparations. DAMA s.a.s. (manufacturer), Via Rocca de' Baldi 21, Torino. WTD 2/68.

SWITZERLAND—Toilet preparations, cosmetics, perfumes. HERBA Herbert Bauer AG (importer, manufacturer, distributor), Oltnerstr. 81, 4663 Aarburg. WTD 8/68.

THAILAND—Hair spray. c.i.f. Bangkok prices, catalogs requested. Exclusive agency. Nam Hua Seng Enterprises (importer, distributor), 1813-5 New Rd., Yanawa, Bangkok. WTD in preparation.

331 Steel mill products

PAKISTAN—Casing pipes, internal diameter of 10 in., 12 in., and 14 in. standard, thickness 0.375 in., seamless tubes, threaded at ends for male and female joints, flush butt and butt screwed, black or externally protected with bitumen paint. Requests quotations f.o.b. (U.S. Flag Vessel) or f.a.s. (Pakistan Flag Vessel). Specifications available from Trade Opportunities Staff, BDSA-618, Rm. 4053, U.S. Dept. of Commerce, Washington, D.C. 20230. Alavi Sons Limited (importer, indenting agent, manufacturers' representative), Corner House, Preedy St., Karachi 3. Attention: Mr. Aftab Alavi. WTD in preparation.

Galvanized iron pipes, 6 in. diameter, nominal bore 6 in., thickness 0.280 in., weight 19.18 lbs./ft., ordinary sockets with approximately outside diameter of 7½ ft. with minimum thread length of ¾ in. Firm requests quotations f.o.b. (U.S. Flag Vessel); f.a.s. (Pakistan Flag Vessel) per 100 running feet. Alavi Sons Limited (importer, indenting agent, manufacturers' representative), Corner House, Preedy St., Karachi. Attention: Mr. Aftab Alavi. WTD in preparation.

342 Cutlery, hand tools, general hardware

SPAIN—Garden hand tools, hand saws, hand tools, general hardware. Oficina de Importacion y Exportacion, S.A. (Ofimex) (distributor), Av. de Jose Antonio 27, 8°, Madrid (13). WTD 8/68.

348 Fabricated wire products

PAKISTAN—Wire rope, ½ in. diameter, ungalvanized, made of special steel, construction 6 x 19 with fiber main core having tensile strength of 100-110 lbs. per sq. in. Firm requests quotations f.o.b. (U.S. Flag Vessel) or f.a.s. (Pakistan Flag Vessel) per 100 running ft. Alavi Sons Limited (importer, indenting agent, manufacturers' representative), Corner House, Preedy St., Karachi 3. Attention: Mr. Aftab Alavi. WTD in preparation.

352 Farm machinery

SPAIN—Water spraying (irrigation) apparatus, equipment; mainly for use in gardens. Oficina de Importacion y Exportacion, S.A. (Ofimex) (distributor), Av. de Jose Antonio 27, 8°, Madrid (13). WTD 8/68.

353 Construction, mining, materials handling machinery, equipment

SPAIN—Road construction machinery, equipment; public works machinery in general. Luis Rodriguez Gonzalez (distributor, agent), Gran Via 41, Granada. WTD 8/68.

Mining, public works machinery, equipment. Viuda e Hija de Victorino Simon (agent), Heroes del Diez de Agosto 2, Madrid (1). WTD 7/68.

355 Special industry machinery

NETHERLANDS—Cryogenic equipment for industrial use. Exclusive agency for Benelux area. "A. de Jong T.H." N.V. (importer, distributor), 130 Industrieweg, Rotterdam-8. Attn: Mr. A. de Jong Jr., manager. WTD 8/68.

357 Office, computing, accounting machines

ENGLAND—Computer peripherals. Sintrom Electronics Limited (sales agent, distributor, exporter, importer), Oak House, Canon Hill, Maidenhead, Berkshire. WTD 8/68.

358 Service industry machines

THAILAND—Room and auto airconditioners. c.i.f. Bangkok prices, catalogs requested. Exclusive agency. Nam Hua Seng Enterprises (importer, distributor), 1813-5 New Rd., Yanawa, Bangkok. WTD in preparation.

359 Machinery

GERMANY—Small plastic or metal whirlers/turbulence strengtheners for electric control of pneumatic equipment. Requests price quotations c.i.f. European ports. Requests replies in German. Richter, Dipl. Ing., Ingenieurbuero (importer, wholesaler, exporter, sales agent), 432 Hattingen/R., Postfach 346. WTD 7/68.

361 Electric transmission, distribution equipment

GUATEMALA—Electrical engineering equipment, measuring instruments. Arno Hopp (manufacturers' representative), Pasaje Fenix, 8a. Calle 7-46, Zona 1, Apartado Postal 532, Guatemala Ciudad. WTD 1/68.

NETHERLANDS—Automotive test equipment (electronic). Exclusive agency for Netherlands, other Common Market countries. Spiteurope N.V. (sales agent), 33 Joh. Vermeerstraat, Amsterdam. WTD 4/67.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

362 Electrical industrial apparatus

NETHERLANDS—Electrical instruments for industrial applications such as motors, generators, industrial controls. Exclusive agency for Netherlands, other Common Market countries. Spiteurope N.V. (sales agent), 36 Joh. Vermeerstraat, Amsterdam. WTD 4/67.

363 Household appliances

SPAIN—All classes of household appliances. Must have competitive prices. Comercial Dorve, S.L. (distributor), San Francisco Javier 11, Santa Cruz de Tenerife (Canary Islands). WTD 7/68

364 Electric lighting, wiring equipment

AUSTRALIA—Linesmen protective devices, including insulator covers, safety mats, rubber draping mats, cable cutters especially sickle blade cable cutters, other equipment for hot line work. Ronald H. McCarty Pty. Ltd. (sales agent, distributor, exporter, importer), 122-124 Devonshire St., Surry Hills, N.S.W. 2010. WTD 8/68.

365 Radio, TV receiving sets

SPAIN—Pre-recorded magnetic tapes, cartridges, cassettes. Louis H. Heydeman (distributor), Marina 10, Santa Cruz de Tenerife (Canary Islands). WTD 9/67.

366 Communication equipment

ENGLAND—Electronic instrumentation, telemetering equipment. Sintrom Electronics Limited (sales agent, distributor, exporter, importer), Oak House, Canon Hill, Maidenhead, Berkshire. WTD 8/68.

NETHERLANDS—Military communication equipment. Exclusive agency for Netherlands, W. Germany. Spiteurope N.V. (sales agent), 36 Joh. Vermeerstraat, Amsterdam. WTD 4/67.

367 Electronic components, accessories

ENGLAND—Electronic components. Sintrom Electronics Limited (sales agent, distributor, exporter, importer), Oak House, Canon Hill, Maidenhead, Berkshire. WTD 8/68.

NETHERLANDS—Cryogenic equipment for laboratory use. Exclusive agency for Benelux area. "A. de Jong T.H." N.V. (importer, distributor), 130 Industrieweg, Rotterdam-8. Attn: Mr. A. de Jong Jr., manager. WTD 8/68.

371 Motor vehicles, motor vehicle equipment

GERMANY—Automotive novelties, exhaust

decontamination equipment. Requests replies in German. BAZ Autozubehoer GmbH (importer, exporter, manufacturer), 6840 Lampertheim, Adlerstr. 16-20. WTD 8/68.

SPAIN—Electrical accessories for motor vehicles; testing equipment, devices for motor vehicle repair. Aplicaciones Industriales Madrid (distributor), S.A., Duque de Sevilla 14, Madrid (2). WTD 7/68.

Automobiles, trucks, parts and accessories for vehicular equipment. Luis Rodriguez Gonzalez (distributor, agent), Gran Via 41, Granada. WTD 8/68.

381 Engineering, laboratory, scientific, research instruments

GUATEMALA—Laboratory instruments and equipment of all types for scientific research work; high-precision instruments. Arno Hopp (manufacturers' representative), Pasaje Fenix, 8a. Calle 7-46, Zona 1, Apartado Postal 532, Guatemala Ciudad. WTD 1/68.

NETHERLANDS—Precision drawing, measuring instruments. Exclusive representations. N.V. Import Handelsvereniging "IMHA" (importer, distributor), 29. J.W. Brouwersplein, Amsterdam. WTD 8/68.

Cryogenic equipment for laboratory use. Exclusive agency for Benelux area. "A. de Jong T.H." N.V. (importer, distributor), 130 Industrieweg, Rotterdam-8. Attn: Mr. A. de Jong Jr., manager. WTD 8/68.

384 Surgical, medical, dental instruments

AUSTRALIA—Surgical instruments, entire range. George H. Murphy & Son Pty. Ltd. (manufacturer), P.O. Box 318, Marrickville, N.S.W. 2204. WTD 8/68.

GUATEMALA—Specialized medical, dental apparatus, instrumentation. Arno Hopp (manufacturers' representative), Pasaje Fenix, 8a. Calle 7-46, Zona 1, Apartado Postal 532, Guatemala City. WTD 1/68.

NETHERLANDS—Cryogenic equipment for medical applications. Exclusive agency for Benelux area. "A. de Jong T.H." N.V. (importer, distributor), 130 Industrieweg, Rotterdam-8. Attn: Mr. A. de Jong Jr., manager. WTD 8/68.

391 Jewelry, silverware, plated ware

SWITZERLAND—Silver, nickel silver, pewter and plated toilet ware, compacts. HERBA Herbert Bauer AG (importer, manufacturer, distributor), Oltnerstr. 81, 4663 Aarburg. WTD 8/68.

395 Pens, pencils, office, artists' materials

ETHIOPIA—School supplies. Brochures, quotations c.i.f. Addis Ababa. Commission agency. Success Motivation Associates (commission agent), P.O. Box 121, Addis Ababa. WTD 4/68.

NETHERLANDS—Technical and artists' drawing materials. Exclusive representations. N.V. Import Handelsvereniging "IMHA" (importer, distributor), 29 J.W. Brouwersplein, Amsterdam. WTD 8/68.

507 Hardware, plumbing, heating equipment

TURKEY—Central air conditioning. Sinlak Makina Import Eng. Co. (importer), 40 Ataturk Caddesi, 105/106 Birsan Han, P.O. Box 158, Izmir. WTD in preparation.

508 Machinery equipment, supplies

TURKEY—Asphalt laying machines; industrial printing equipment; welding machinery, equipment; street sweeper-vacuum cleaning systems; floor maintenance-vacuum cleaning systems; road construction machinery, equipment. Sinlak Makina Import Eng. Co. (importer), 40 Ataturk Caddesi, 105/106 Birsan Han, P.O. Box 158, Izmir. WTD in preparation.

Bids invited to construct, operate three Australian airport motels

Public tenders are invited for the erection, establishment, and operation of motels at Adelaide Airport in South Australia, and at Perth International Airport and Tandakot Airport, both in Western Australia. The bid deadline for all projects is Oct. 1.

Copies of separate booklets giving information on each job are available from the Construction and Building Materials Division, BDSA-564, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

Further information may be obtained from the Civil Air Attache, c/o Australian Embassy, 1700 Massachusetts Avenue, Washington, D.C. 20006.

Leads for Importers

Commodities are offered direct unless specified

227 Floor covering mills, products

AFGHANISTAN—Afghan carpets in different sizes, colors, designs. Shiv Nandan & Company (importer, exporter, wholesaler, agent), P.O. Box No. 466, Kabul. WTD 8/68.

237 Fur goods

AFGHANISTAN—Afghan sheepskin coats, with and without sleeves. Hamidzadeh Store (importer, wholesaler, retailer), Zarghoona Maidan, Kabul. WTD 6/67.

Sheepskin coats made up to all sizes for men, women, children. Shiv Nandan & Company (importer, exporter, wholesaler, agent), P.O. Box No. 466, Kabul. WTD 8/68.

342 Cutlery, hand tools, general hardware

SWEDEN—Hand vacuum pump for removing excess tin from solders on printed circuits. Data sheets available upon request. Olof Klevestav AB OKAB (manufacturer, exporter, agent, distributor), 601 Box, S-126 21 Hagersten 6. WTD 3/68.

391 Jewelry, silverware, plated ware

AFGHANISTAN—Lapis lazuli, polished and unpolished. Shiv Nandan & Company (importer, exporter, wholesaler, agent), P.O. Box No. 466, Kabul. WTD 8/68.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ARGENTINA—Alfredo Antonio Quattoni, Inelro Industria Electronica Rosarina S.A., Lavalle 368, Rosario, Province of Santa Fe, **interested in meeting with U.S. manufacturers of household electronic appliances and manufacturers of radar equipment** to discuss **manufacturing licenses** and requesting **technical information.** Mid-Sept. via New York for 2 weeks. c/o Consulate General of the Argentine Republic, 12 W. 56th St., New York, N.Y. 10019. Itinerary: New York, Washington, Los Angeles. WTD in preparation.

CHILE—Gonzalo Perez C., Pinturas Tajamar S.A., Transversal 5490, Los Cerrillos, Casilla 13402, Santiago, **interested in manufacturing under license synthetic resins for paints and cans for packing paints and requesting technical information.** Aug. 28 via Miami for 40 days. Itinerary: New Orleans, Chicago, Detroit, New York, Miami. WTD 7/68.

FINLAND—M. Strandell, Ommel Oy, Tehtaankatu 27 C, Helsinki 15, **interested in locating U.S. agent/distributor for firm's ladies cotton dresses and brassieres.** Aug. 30 via New York for approx. 6 months. c/o Hans Rosager, 722 Boulevard St., Hayward, Calif. 94541. Itinerary: Los Angeles, San Francisco, Houston, Dallas, Albuquerque, Denver. WTD 6/65 under revision.

NEPAL—Sagar Shumshere Rana, Nepal Traditional Crafts (Pvt.) Ltd., Babar Mahal, Kathmandu, **interested in promoting sales of Nepalese handicrafts in U.S.** Mid-Sept. via San Francisco for approx. 1 month. Itinerary: San Francisco c/o General Mrigendra S. J. B. Rana, 2550 Dana St., Apt. 6A, Berkeley, Calif. 94704; New York c/o Jim Edwards, 49th Floor, PanAm Bldg., New York, N.Y. WTD 6/65 under revision.

NETHERLANDS—F. G. C. de Fraiture, JOBA N.V., 117 Rokin, Amsterdam, **interested in exclusive representation for Benelux countries of bulk pharmaceuticals and raw materials for feedstuff industry.** Sept. 11 via New York for 1 week. c/o Dept. of Commerce Field Office. Itinerary: New York. WTD 5/67.

Guatemala wants to purchase and install microwave system

The Empresa Guatemalteca de Telecomunicaciones (GUATEL), Guatemala City, is requesting bids for the supply and installation of the country's segment of the Central American Regional Microwave Network.

Bidders must submit separate quotations to each of the five countries involved plus the entire project bid to the Central American Bank for Economic Integration, Tegucigalpa, Honduras. Tender No. 4-68, bid deadline Nov. 29.

Bidders are required to obtain a complete set of bidding documents and specifications from GUATEL to participate in the Guatemalan segment of the network. The price of the documents is $300.00.

New Books and Reports

***Economic Survey of Europe in 1967.* Prepared by the Secretariat of the UN Economic Commission for Europe. New York. 1968. $2.50.**

The Survey is prepared annually by the Secretariat of the Economic Commission for Europe and is used as a background document for the discussion of the current economic situation in Europe at the annual session of the Commission.

In Part I, the deceleration of Western European economic growth in the last three years is analyzed within the framework of developments during the period 1959-67, and the special study on export performance relates to changes between 1959-65.

In Part II, the changes in investment and output patterns in Eastern Europe are viewed against a somewhat longer historical background.

The description and analysis of the new forms of industrial cooperation between Eastern and Western European countries is supplemented by a survey of changes in the commodity composition of East-West European trade, stretching back to 1957-59.

Write: United Nations Sales Section, UN Plaza, New York, N.Y. 10017. (Refer to Sales No. E.68.II.E.1)

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1968. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

Basic Data on the Economy of Paraguay. OBR 68-57. 11pp. Information is included on geography, population, government, economic structure, agriculture, transportation, foreign trade and many other topics.

Establishing a Business in Ivory Coast. OBR 68-58. 14pp. The potential investor will find information in this report on investment climate, legislation governing investment, business organization, employment, industrial property and copyright protection, taxation, availability of capital, and basic economic facilities.

Foreign Trade Regulations of Lebanon. OBR 68-59. 6pp. Trade policy, import tariff system, documentation and fees, special customs regulations, marking and labeling, nontariff import controls, Lebanon's export controls, and U.S. controls are covered.

Basic Data on the Economy of Luxembourg. OBR 68-60. 14pp. Information similar to that included in the OBR on Paraguay is presented for Luxembourg.

Write: any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***The Economy of Paraguay.* By Joseph Pincus. Published by Frederick A. Praeger, Inc. New York. 542pp. $17.50.**

The author discusses the new Paraguay that he sees emerging, with a growing middle class, dynamic private sector, and stable government and currency. He suggests, among other guidelines for economic growth, the development of unique products, the processing of raw materials, the encouragement of specialized services, and the creation of a highly trained labor force.

Dr. Pincus concludes that increased facilities for improving productivity and for obtaining credit at reasonable rates, together with new leadership in the private sector, should enable the country to become capable of self-sustaining development within a decade.

Write: Frederick A. Praeger, Inc., Publishers, 111 Fourth Ave., New York, N.Y. 10003.

New booklet details investing in Ireland

The Bank of Ireland Group has just released a new booklet *Starting a Business or Investing in the Republic of Ireland—A Guide to the Incentives Offered by the State and to the Legal System.* This booklet is intended to stimulate new interest by potential foreign investors. It describes the country's economic and social structure and contains a comprehensive analysis of the factors involved in establishing an industry.

Copies may be obtained from: Irish Industrial Development Authority, 405 Park Ave., New York, N.Y. 10022.

***International Marketing: A Comparative Systems Approach.* By David Carson. Published by John Wiley & Sons. New York. 1967. 539pp. $9.95.**

As every nation possesses a unique socioeconomic environment, so do marketing principles and practices vary from nation to nation. The author has built his book around this fact, producing a volume for business enterprises, government units engaged in international business transactions as well as to institutions teaching courses in marketing.

Such factors are considered as: the environment in which marketing functions; marketing and society; marketing and government; wholesaling; retailing; facilitating institutions; sales management; buying; pricing; and channels of distribution.

Write: John Wiley & Sons, 603 Third Ave., New York, N.Y. 10016.

***OECD Economic Outlook.* Published by the Organization for Economic Cooperation and Development. Paris. 1968. $3.80.**

This report covers general trends in the OECD in demand and output, trade, costs and prices, and monetary developments. It examines the payment equilibrium after the gold crisis; studies the prospects in France after the strike; and includes an analysis of productivity, wage cost and price developments in some Western European countries and the United States.

Write: OECD Publications Office, 2 rue Pascal, Paris 16, France. (Refer to Sales No. 24.097.)

Directory of German firms

The price of the book *American Subsidiaries of German Firms,* reviewed on this page Aug. 26, is $12.50 for members and $25 for nonmembers, which is what should be paid when ordering the book for the first time. Annual revisions and supplements, the first of which will be issued in late 1968 or early 1969, will each cost $6.25 for members and $12 for nonmembers. The book can be ordered from: Publication Division, German American Chamber of Commerce, Inc., 666 Fifth Ave., New York, N.Y. 10019.

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Calendar *for international traders*

ATLANTA—Sept. 20—World Trade Council 4th annual dinner, Regency Hyatt House, 8 p.m. Speaker: William A. Roth, Special Representative for Trade Negotiations. Sponsor: Chamber of Commerce.

BUFFALO Sept. 16—First of nine International Marketing & Management Seminars, Communication Ctr., State University College at Buffalo, 7:30-9:30 p.m.

CHERRY HILL, N.J.—Sept. 24—Newcomer Exporter Conference, Cherry Hill Inn, 9:30 a.m.-12:30 p.m. Sponsors: Commerce Philadelphia Field Office, Trans World Airlines, Camden County Chamber of Commerce, Small Business Administration.

CHICAGO—Sept. 18.—Chicago Midwest Credit Management Assn., Bismarck Hotel, 12:30 p.m. Speaker: **William C. Henschel, Director of Commercial Intelligence Division, Dept. of Commerce.**

CHICAGO—Sept. 24—In-Office Meeting. Sponsor: Commerce Field Office.

CINCINNATI—Sept. 20—Cincinnati Alumni Club, Delta Sigma Pi International Professional Fraternity. Speaker: **Felix Turel, Commerce Field Office.**

DETROIT—Sept. 24—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

HONOLULU—Sept. 18—Export-Import Workshop, Suite 286, Alexander Young Bldg. Sponsors: Commerce Field Office, Small Business Administration.

KOKOMO, Ind.—Sept. 19—In-Office Meeting, Chamber of Commerce.

MEMPHIS—Sept. 17—Memphis World Trade Club, Sheraton Motor Inn. Speaker: Stanley J. Buckman, Jr., REEC member.

MEMPHIS—Sept. 18—Mid-South Exporters' Roundtable on Foreign Trade Legislation, Cafe St. Clair. Speaker: U.S. Rep. Dan Kuykendall.

NASHVILLE—Sept. 24—Export Workshop, Chamber of Commerce. Sponsors: Commerce Memphis Field Office, REEC, Chamber of Commerce.

Patent treaty meetings

Meetings on the proposed International Patent Cooperation Treaty are scheduled for the following places and dates:

CINCINNATI—Sept. 17—Federal Bldg., Rm. 8016.

CLEVELAND—Sept. 18—Federal Office Bldg., auditorium.

DETROIT—Sept. 19—Whittier Hotel, Crystal Ballroom.

PITTSBURGH—Sept. 16—Allegheny County Bar Assn., auditorium.

Time of the meetings is from 10 a.m. to 12 noon. Scheduled speakers from the U.S. Patent Office are Gerald D. O'Brien, Assistant Commissioner of Patents; William O. Quesenberry, director, Office of International Patents and Trademark Affairs; and David B. Allen, deputy director, Office of International Patent and Trademark Affairs.

NEW YORK—Sept. 16-18—Businessmen's Consultation, **Oliver B. Bongard. Commercial Attache, Taipei/to the Hague.** Sponsor: Commerce Field Office.

NEW YORK—Sept. 17—Conference on Foreign Direct Investment Program, 1st National City Bank, 399 Park Ave., 9:30 a.m. Sponsors: Commerce Field Office, First National City Bank, Commerce Department's Office of Foreign Direct Investment.

NEW YORK—Sept. 17—International Executives Assn. luncheon, Hotel Statler Hilton, 11:45 a.m. Speaker: Stefan J. Rundt.

NEW YORK—Sept. 17—FCIB Hardware-Automotive & Allied Trades Export Credit Group, Advertising Club, 12:30 p.m.

NEW YORK—Sept. 19—FCIB Drug, Chemical & Food Export Club Meeting, Advertising Club, 12:15 p.m.

PHILADELPHIA—Sept. 25—Foreign Traders Assn. of Philadelphia annual banquet, Ballroom, Sheraton Hotel, 7:15 p.m. Speaker: William Blackie, Caterpillar Tractor Co.

ST. LOUIS—Sept. 16—First of 5 weekly World Trade Seminars, St. Louis University, 7-9 p.m. Sponsors: Commerce Field Office, REEC, Small Business Administration.

ST. LOUIS—Sept. 17—"Show You" Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: REEC and Commerce Field Office.

SAN FRANCISCO—Sept. 18—General Export Seminar, Rm. 9207, New Federal Bldg., 9:30 a.m.

SAN FRANCISCO—Sept. 20—Businessmen's Consultation, **Robert A. Brown, Commercial Attache, Copenhagen.** Sponsor: Commerce Field Office.

SAN FRANCISCO—Sept. 25—Export Finance & Insurance Seminar, Rm. 13216B, New Federal Bldg., 9:30 a.m.

WESTBURY, N.Y.—Sept. 24—Export Workshop By & For Members, Westbury Manor. Sponsor: World Trade Club of Long Island.

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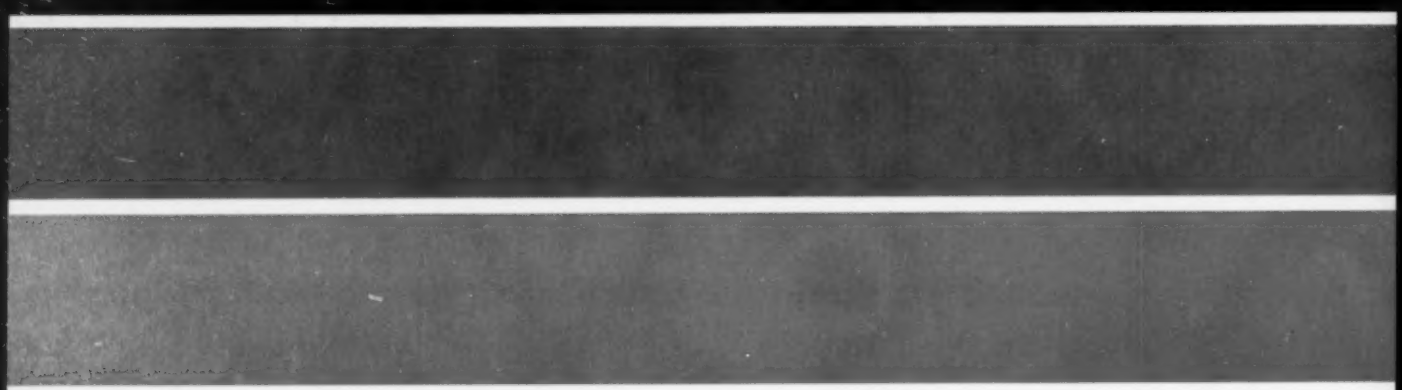
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